A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 16, 1963

ROGER P. SONNABEND
Hotel Corporation of America
Chairman, trade promotion

White House Conference on Export Expansion

September 17 and 18, 1963

RICHARD A. STEUDEL
Sherwin-Williams
Chairman, marketing

CHARLES L. RUMRILL
Rumrill Company
Chairman, education and publicity

CARL J. GILBERT
Gillette
Chairman, trade negotiations

ALONZO B. KIGHT
Borg-Warner International
Chairman, anti-trust aspects

Business Bulletins *from around the world*

ALGERIA—Cereal harvest hindered by lack of farm equipment. Some 2,000 tractors must be bought for fall plowing campaign, agrarian reform official says. Public invitation to bid reportedly to be issued shortly, although most tractors will be procured from France.

AUSTRALIA—Cyanamid D.H.A. Pty., Ltd., 80% owned by American Cyanamid Co. of New Jersey and 20% by Drug Houses of Australia, recently opened antibiotic fermentation plant in Victoria costing some $3.36 million and producing broad-spectrum antibiotics (Ledermycin, Aureomycin, and Achromycin) for pharmaceutical and agricultural uses. Plant reportedly able to supply entire Australian market for tetracycline-type products—estimated at nearly $16 million annually—and produce exports for Philippines, valued at around $500,000 annually.

FRANCE—Cabinet approves bill outlawing surprise public-service strikes in towns of more than 20,000 inhabitants. Five-day warning period required before strike begins.

Harris Intertype Corporation, Cleveland printing material manufacturer, acquires for $2 million majority of 2 French companies in same field, Marinoni S.A. and Edouard-Lambert S.A. No change in management planned.

30 million metric tons of iron ore mined in first half 1963, against 35 million tons in first half 1962. Iron-ore exports amounted to 11 million tons (13.5 million in first half 1962). Long strike in early 1963 partly responsible for decrease.

Motor vehicle exports in first half 1963 totalled 319,441, against 264,135 in corresponding 1962 period.

GHANA—American Shipping Co., Farrell Lines, announces establishment of direct express service from ports of Ghana and other West African countries to ports of Great Lakes complex. Savings in time and money expected to result. Shipping rates between Great Lakes ports and Ghana same as for Atlantic seaboard.

Lever Brothers' $5.6 million soap factory at Tema starts production, to produce 25,000 tons of soap and soap powder annually.

INDIA—Parliament empowers Government to prohibit exports of goods that do not satisfy specified quality standards. Penalties are imprisonment or fines.

Export orders for goods valued at about $23 million were placed by Soviet buyers within first 15 days after Indian exhibition opened at Moscow.

Leather trade groups sponsoring International Leather Fair to be held in Madras in January 1964. Representatives from foreign countries will be invited to attend.

Annual capacity of Government steel mill at Rourkela, Orissa, being increased from 1 to 1.8 million tons of steel ingots under credits made available by West Germany.

ITALY—Holley International of Nassau and Fiat-controlled Piedmont Industrial Development Co. (Societa Piemonte Sviluppo Industriale) set up joint venture, "Holley Europa, S.p.A.," principally to manufacture American- and European-type carburetors for Common Market automobile manufacturers. Plant at Asti (62,200 population), some 25 miles southeast of Turin, to begin operations by July 1964. The initial authorized capital of 50 million lire was increased to 500 million lire ($803,858), with 40% participation by Holley International and 60% by Fiat.

JAMAICA—Government formulates 5-year social and economic development plan to cost about $256 million. Emphasis is on developing rural areas, boosting agricultural production, and ameliorating unemployment through public works projects. Wide range of new industrial incentives to attract capital—especially to rural areas—is included.

LIBYA—Oasis Oil Co. opens pipeline to increase flow of oil to Ras es-Sidr from previous daily rate of about 100,000 barrels to at least 150,000.

MALAGASY REPUBLIC—Institut d'Emission Malgache begins functioning as country's new bank of issue, and "FMG" (Malagasy) franc replaces CFA (Communaute Francaise d'Afrique) franc as currency unit. Rate of exchange remains 245 francs to dollar.

PHILIPPINES—American Chamber of Commerce reports excellent export sales opportunities in Philippines for chemicals (particularly organic and inorganic pigments and synthetic resins), cotton piece-goods (especially broadcloth) despite recent Philippine tariff increases, sanitary plumbing fixtures, refrigeration and icing facilities for fishing industry, and new logging equipment. High export earnings in sugar and mining industry also stimulate expansion offering excellent sales opportunities for mining and sugar-milling equipment. Chamber comments that higher freight rates charged U.S. exporters from both coasts put U.S. businesses at disadvantage vis-a-vis European and Japanese suppliers.

SWITZERLAND—In first 6 months of 1963, Swissair's passenger traffic rose 8% over like period of 1962, freight traffic jumped 25% and mail carried was up 3%. Average load factor dropped to 49.9% from 50.2% in first half 1962.

Switzerland purchases 45,000 liters of red wine from Barossa Valley, age oil—found at Essertines in west-Southern Australia.

Petroleum stratum—possibly of seepern Switzerland. Crude oil reported to be of excellent quality.

UPPER VOLTA—Manganese deposit containing some 5 million tons of ore with 52% manganese content, discovered at Tambaou, near Niger-Upper Volta border.

VIET-NAM—30% custom duties removed recently on importation of BHC (benzene hexachloride) and DDT.

Government abolishes list of commodities in Custom Code which could benefit from duty-free temporary importation. While list existed, addition of any commodity could be effected only by presidential Decree-Law. Abolition permits approval of any temporarily admissible commodity by simple decision of Ministries of Finance and National Economy.

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the cover

Heading the working committees grappling with crucial problems at the September 17-18 White House Conference on Export Expansion will be some of the keenest business brains in the country, representing distinguished companies in many fields. For latest conference details, see page 2.

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WHITE HOUSE CONFERENCE

Name 22 group chairmen

Twenty-two U.S. commercial, industrial, labor and educational leaders have accepted appointments to serve as chairmen and vice chairmen of the 11 study groups of the White House Conference on Export Expansion, Acting Secretary of Commerce Franklin D. Roosevelt, Jr., announced last week. The conference will be held this week (Sept. 17 and 18) at the Mayflower Hotel, Washington, D.C.

President Kennedy will speak at the opening session Tuesday morning, September 17.

Approximately 250 delegates, representing manufacturing, distribution, service industries, agriculture, finance, labor, and education have accepted the President's invitation to attend. They will be assigned to 11 committees, each of which will make an intensive study of a specific subject area related to export expansion.

Committees will make their individual reports to the Conference Wednesday afternoon, September 18, and the Conference will make its report public at a press conference to be held at 5 p.m. that day by Luther H. Hodges, Secretary of Commerce and Conference Chairman.

Conference Vice Chairmen will be Neil C. Hurley, Jr., Chairman, National Export Expansion Council, and Chairman of the Board and President, Thor Power Tool Company; Fred C. Foy, Honorary Chairman, National Export Expansion Council, and Chairman of the Board, Koppers Company, Incorporated, and Thomas J. Watson, Jr., Chairman of the Board, International Business Machines.

The 11 committee chairmen (see pictures on cover) and vice chairmen are:

Committee 1, **tax policies and export expansion**—William E. Knox, chairman, Westinghouse International, New York; and Thomas M. Evans, chairman of the board, H. K. Porter, Inc., Pittsburgh.

Committee 2, **labor's stake in export expansion**—George Meany, president, AFL-CIO, Washington; and Richard D. Cudahy, president, Patrick Cudahy Packing Co., Cudahy, Wis.

Committee 3, **trade promotion activities**—Roger P. Sonnabend, president, Hotel Corporation of America, Boston; and James J. Nance, chairman of the board and president, Central National Bank of Cleveland.

Committee 4, **foreign investment policy**—Percy L. Douglas, president, Otis Elevator Co., New York; and Emelio G. Collado, Vice president, Standard Oil Co. of New Jersey, New York.

Committee 5, **financing exports**—W. Cordes Snyder, chairman of the board, Blaw-Knox Co., Pittsburgh; and Kenneth Spang, vice president, First National City Bank, New York.

Committee 6, **export marketing research**—Richard A. Steudel, Sherwin-Williams Co., Cleveland; and Dean K. Wilson, Cincinnati School of Business.

Committee 7, **government representation abroad**—James M. Roche, executive vice president, General Motors Corp., Detroit; and Robert Murphy, president, Corning Glass Works International, Corning, N.Y.

Committee 8, **small business**—Thomas C. Ballagh, president, Ballagh & Thrall, Inc., Philadelphia; and Louis Kingscott, president, Louis C. Kingscott & Associates, Inc., Kalamazoo, Mich.

Committee 9, **educational and publicity requirements**—Charles Rumrill, Rumrill Co., Inc., Rochester, N.Y.; and Robert C. Weems, Jr., Dean, College of Business Administration, University of Nevada, Reno.

Committee 10, **trade negotiations**—Carl J. Gilbert, chairman of the board, the Gillette Co., Boston; and William Blackie, president, Caterpillar Tractor Co., Peoria.

Committee 11, **anti-trust aspects of export expansion**—Alonzo B. Kight, president, Borg-Warner International Corp., Chicago; and Claude L. Ganz, vice president, Dymo Industries, Inc., Berkeley, Calif.

Speakers

Businessmen invited by the President to attend the White House Conference September 17th and 18th on export expansion plans will hear a number of prominent leaders in the international trade field at their noon luncheons.

Ambassador Christian A. Herter, the President's Special Representative for Trade Negotiations, will address the group on Tuesday noon at the luncheon.

The Hon. Oren Harris, Chairman of the Committee on Interstate and Foreign Commerce, U.S. House of Representatives, will speak at the luncheon meeting, Wednesday Sept. 18th.

At the Conference dinner on Sept. 17th the Secretary of Commerce, Luther H. Hodges, will speak.

To Serve As Vice Chairmen White House Conference on Export Expansion

THOMAS J. WATSON, JR.

NEIL C. HURLEY, JR.

FRED C. FOY

Jobs for America

U.S. must compete in cost and quality and product utility to expand exports

By HAROLD MANSFIELD

Special Assistant to the President of the Boeing Co.

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(The following excerpts from the original report are reprinted by special permission of the author).

American industry and labor have a giant problem on their hands. It is simply that other areas of the world are gaining tremendously in ability to capture world markets while U.S. industry is losing this ability because of mounting costs.

Germany, Japan, France, Italy and many other countries including the Soviet Union are looming as new leaders in fields in which U.S. industry was once pre-eminent. All America is feeling the squeeze.

Concerned about the outcome of this vital race, you seek the views of key individuals in industry, finance, education, labor, press, government. You invite each to speak frankly. The answers you receive, though varied and sometimes conflicting, reveal an acute awareness of the problem in every quarter. Some remind that the United States as a whole is exporting more goods than it is importing, and therefore cannot too much complain, but others say their industries are heavily hit, and the statistics are reassuring to hardly anyone.

"Europe is walking out of the corner with its boxing gloves off, strong and healthy," the apprehensive president of a management association tells you in New York, "and it is going to beat the living daylights out of us unless we do something about it. We'd better get our costs down and our productivity up, get in there and pitch."

Ironic situation

Strange, when you think of it, that the nation which has so led the way in the march toward industrialization should now be the one worried as to its ability to compete. The ironic situation brings questions to mind. Had Americans too long regarded their special prosperity as something more or less unrelated to the rest of the world? Had we been fooled by the post-war period in which other countries were reconstructing and U.S. industry was mopping up the market? Had we thought it possible to put a bigger and bigger slice of prosperity into individual pockets without really producing that much more? Had we thought American ingenuity too superior to be matched?

Answers are sobering

Asking such questions, you get sobering answers.

Says one manufacturer: "Historically, we have been able to meet world prices because of more efficient equipment and methods. Now these advantages have largely disappeared."

Says another: "The growing ability of the foreign producers to match American quality, design and innovation puts more and more pressure on price as the determining factor in selling, both at home and abroad."

The problem is difficult. The higher personal income of Americans, whether in wages, salaries or dividends, must, unless offset by other savings, go into the price of our products. American manufacturers must simply get more out per unit of personal effort. In the past they have been able to do this. Can they still?

The truth is that industry after industry is losing its one-time advantage. The danger, now all too obvious, is that the new teams in the world arena will pass us by, to leave our whole country economically stagnant.

Common problem

The problem to be met by the manager and the employee of a specific factory differs little from that facing every other producer in the now squarely-challenged industry of America.

"How can we meet the competition of foreign producers, abroad and in home markets?" you ask the president of a Los Angeles electronics firm. He is in a not-too-happy state of mind. He feels we are overlooking the key which the Western Europeans have picked up from our own economic history—using productivity to increase the standard of living and tying wage and salary increases to this; using profits to improve productivity.

Complaint

"It is rather ridiculous to think that we can compete, with our old equipment and old plants and a 200 to 300 per cent higher wage level," he says, "with the modern plants, modern methods and lower wage and salary rates in Western Europe and Japan."

But the national president of a labor union counters that he thinks we are meeting foreign competition effectively. "The pressures of wage levels in the United States," he tells you, "are in many respects responsible for improvements in technology and productivity which, in the long run, have apparently more than offset increased wage costs."

Most industry leaders do not agree that the United States is meeting competition effectively. They do agree that wage pressures have spurred improvements in manufacturing technology in the effort to offset the increased manpower costs. The concern they voice is how far this can go. Europe and Japan, they point out, have been improving their technology at an even more rapid rate.

Some relief

But wage rates, under pressure from organized labor and manpower shortages, have been climbing faster overseas than in America. Here is some relief. Yet labor in these countries has a long way to go to catch up. How long will this take? In Russia, the process has not yet even begun.

A business research organization executive in New York reminds you that for European producers, other elements of manufacturing cost, such as materials, are higher than those in America, nearly offsetting, at present, their lower cost of labor.

"Do you feel comfortable, then, about our prospects?" you ask.

"Not at all. There are other factors. I think we are in for a lot of shocks. I think we are going to have to work much harder to be competitive than we realize."

the author

Harold Mansfield, author of Vision *and* How Wide We Stray, *is special assistant to the president of the Boeing Company. He recently questioned leaders of U.S. industry, labor and press, together with public officials and others, on the increasingly vital matter of American industry's competitive position in the world. This article is excerpted from that report.*

He speaks with conviction: "Most of the operations in Europe are still geared to the relatively small markets of their own countries. What will happen when the scale of production is geared up to the size of the whole Common Market? As they reach their planned objectives the competition they can give us is going to be fantastic."

Here is the even greater challenge ahead. Cost of product will go down with volume production. Our new industrial competitors have not yet begun to hit their big volume.

A need for automation

There is one promising answer to the mounting problem of meeting foreign competition. Again and again it is offered as you talk with people in business, education, publishing, finance. Industry must go to greater automation—greater mechanization.

"The genius of this nation," says the board chairman of a Texas utility, "is in repetitive manufacture. But our tooling is falling substantially behind the equipment of Germany, Russia, France and Japan in particular. We should remedy that situation by an intense program of re-equipment of our production facilities." He points out that to do this companies must have adequate earnings, and a government tax policy which adequately encourages plant investment.

Union officials recognize the need, but express along with it their concern. Says the research and marketing director of one union: "We must be modern. We must be efficient. We must constantly improve our technology." Then he warns you of the problem of displaced workers. "A person who becomes obsolete cannot be melted down and sold for scrap iron, as you would an obsolete machine."

Education is answer

The answer to the problem of the "obsoleted" worker, it is becoming generally recognized, is largely in the field of education. These workers must be made less obsolete by learning the new skills that are demanded by an increasingly technological age.

Still, automation has its dilemma: Without it, a plant can lose employment because its products are too costly to sell; with it, it can lose employment because of the very labor-saving equipment that makes it possible to compete. There is only one way out of this dilemma—the sale of more products, more total production, including the introduction of new products.

But the market is not even absorbing what industry is capable of producing already. Our foreign competitors are teaching us the stern lesson we should have once learned. Price has a lot to do with sales.

Suppose we can gain enough efficiency to compete effectively; can American industry then enlarge its market enough to build a prosperous economy? This is the next question you want to ask.

You are in the office of the Secretary of Commerce. There is a small placard in a slotted stand on the table. It puts the question: "Will it promote economic growth?" You learn that this is the yardstick against which the men in the department are seeking to judge all their actions. Only growth of total production can bring growth of total employment, and growth of production requires growth of market.

"The great potential," says the Secretary, "is in other countries, in foreign trade. These are challenges. I do not take the fatalistic view."

Expanding

The world market—the world's buying power—is without question expanding, because of economic progress in Europe and elsewhere. It can continue to expand through the years on an immense scale. But, in order for an American manufacturer to participate in that expansion, it must prove it can compete with the other countries—in quality, in service, in price. There is no escaping it. There are no jobs without sales.

A free economy

In a free economy, the means to economic growth is successful business. The key to success in business is being competitive. Now and for the future, the test of the ability to be competitive is in the arena of the world. Hundreds of American companies already are finding this out.

Because the problem is so shared in American industry generally, you ask others who are vitally involved just what they think can make American products more competitive in the world market. Their answers are pointed.

"First of all," says the chairman of a Massachusetts manufacturing firm, "we must have the will to compete. History teaches that we cannot dispose of a problem by ignoring it."

"Better quality, better performance, more or better product features," says a Chicago appliance firm executive, "are the needs. These product characteristics, in turn, demand better workmanship, superior engineering and top drawer supervision and management."

"Harder work, greater skill and imagination, better planning, and ever better business management," says a Boston banker.

"Employees reaping the benefits obtained through collective bargaining must do their share to keep their company competitive in terms of price, quality, product performance and service," says a Pittsburgh industrial relations director.

Pride

A Los Angeles publisher emphasizes the need for pride of craftsmanship. "It is an art we Americans once took for granted," he says. "We must do so again."

"We must so manage our affairs," says a publisher in Oregon, "that the benefits of increased productivity can be passed on to our customers rather than being wholly or mostly absorbed by wages, taxes and dividends. We must find a more realistic balance."

An international labor union president, commenting that labor is entitled to increase its standard of living commensurate with its increase in productivity, adds: "On the other hand, neither management nor labor expect to price themselves out of existence in their particular industry, and I believe that objective methods of collective bargaining by competent people will produce a rational result."

Can this truly be accomplished? If so, the outlook will be brightened.

The challenge

The history of American industry has proved one thing: that production economy and lower price bring wider distribution. If it worked before in this country, will it not work again on a world basis? Is it not the solution most useful to all?

Part of U.N.

In Washington, D. C., you are in the executive office of the International Monetary Fund, a United Nations function. The managing director is concerned about the problem of America, its requirement for employment and for economic growth. He is concerned, too, with the requirements of the world.

"Spreading purchasing power by holding costs and prices is what you really need," he says. "At stable prices, you will be able to sell more, from both an internal and external point of view. I don't think America's problem is hopeless. The United States must take into consideration that others are moving too. There is no lack of demand in world trade."

The truth is that America stands at the door of a new opportunity for world leadership. Its very key to industrial suc-

cess in the past is the key that fits the lock on the economy of the world. That key is economical production and greater distribution; ingenuity and efficiency bringing cost reduction. Communist rivals, interestingly enough, propose to use the same key. America has only to apply its own and it can settle the contest, if it will buckle down and do so.

But the key will not work, for any element of American industry, if it permits practices that impair sound management and add to costs—that defeat rather than serve the purposes of sales and employment.

World growth

The challenge facing America is the challenge to compete—in cost and quality and product utility—in the building and serving of both home and world markets. It is *world* economic growth that is needed, and America can participate in this growth with expanding, profitable business and expanding employment, if it can only get in condition to compete. It can never do so if it is hobbled in the race with high cost handicaps.

The choice

Clear as any choice could be, American industry and its employees have huge failure or huge success equally within grasp. Obviously, the choice is not one that can be made solely or primarily by government. It must be made in the policies and actions and efforts of management and labor—of the people of America. It is the people who produce.

Not only payrolls and American economic growth, but also a more successful non-communist world, are at stake.

NEW DEPARTMENT STORES

Two of the largest retail organizations in South Africa, O.K. Bazaars (1929) Ltd., and the Greatermans Group, in which the Checker Supermarket stores are included, will establish between them more than a hundred new department stores and supermarkets in South Africa by the end of 1966.

O.K. Bazaars has an $11,200,000 expansion program, including new branches to be opened at Edenvale and Orkney. The Greatermans Group, which at present operates 85 stores, has a $21,000,000 three-year expansion program which should almost double this total. The Checker Supermarket stores, based on the American self-service plan, have been described as the fastest growing chain store system in South Africa. There are now 40 such stores, with 70 more to be added over the next three years.—Information Service of South Africa.

Illinois Governor sparks export drive

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—At a moment when President Kennedy has attention riveted to International Trade, sparked by the nation's top experts meeting tomorrow at a White House Conference, the activity in one state by one Governor shines as bright as a bride's eyes in charting a course from the factories of the mid-western plains to world centers of commerce.

As his latest promotion, Otto Kerner of Illinois leaves next month for three weeks, heading a Trade Mission of 140 businessmen to visit European capitals to bring home overseas orders for his state's industry.

Governor Kerner views world commerce as the only really big expansion for United States manufacturers. Mention export and his cheeks twitch like a pointer sensing a pheasant. Last year he was as fast as Peter Nero's piano to resoundly back the trade expansion act, bringing the state's business leaders to Washington by chartered plane to testify before Congress and to meet with both Illinois senators and all of its representatives.

He organized the Illinois Committee for Trade Expansion, headed by William Blackie, president of the Caterpillar Tractor Company. The state is blanketed with meetings, conferences, exhibits and carnivals to encourage the drive by its industry into the markets of foreign lands.

"Ninety-five % of every exported United States product," he said recently, "has some portion made in Illinois."

Kerner is a young governor, handsome, articulate and imaginative. He has a refined taste in books, haberdashery, people and politics. We called on him the other day in his modern styled Chicago office; an office one reaches, incidently, by taking the elevator of the State of Illinois building to the 20th floor, then climbing a Mt. Everest flight of stairs. "They built this as an afterthought," he smiles.

Kerner moves after exports like chasing pirate gold, so we asked him instead about imports. "We like them," he said. "Trade moves on both sides of the street. If any country builds products our people want, we have a big wide port for them to unload. Illinois buys great quantities of foreign material. Look at the names of cars on our streets. There are lots of Swiss watches, but our own Elgin producer has survived. We don't urge our citizens to buy American. We say 'Sell American'."

Kerner puts his well polished brogans on the glass topped desk, he relaxes when he talks, often grins wide, and changes from jovial humor to icy seriousness with the ease of entering a revolving door.

"Export is not a brambly issue," he declares. "500,000 people in Illinois have jobs because of overseas trade. Downstate is beginning to make real progress. 15 percent of our manufacturers export something, but our goal is one in four. We are doing something about it; we are creating jobs, enlarging companies and making work for Illinois citizens. If successful, we may gain 250,000 new jobs. Sure, we are interested in export."

Governor Otto Kerner is the nation's front runner in promoting overseas business for his state, although John Dalton, Governor of Missouri, has recently declared that he, too, will lead another mission to Europe in the spring. One fact is certain. A simple and practical way to stir interest in United States export is in the Kerner style, with Governors who know their industry best, pushing and driving within the state to encourage International Trade.

Illinois is fifth in manufactured goods in the country, fourth in population. "We haven't conceded Pennsylvania is ahead of us," Kerner said blandly. "But second in exports. In agricultural products, we are first," he declares.

A great Illinois Governor, this Kerner. A tornado of a guy, if you will pardon the expression.

Australia and New Zealand to to be visited by U.S. Machinery and Equipment Mission in 1964

To take Business Proposals from interested U.S. firms; Believe this area has great potential for sales; high standard of living, growing population in market area

The Department of Commerce has scheduled a Trade Mission to the Commonwealths of Australia and New Zealand to commence in Wellington on February 22nd, and end in Sydney on March 27th. The mission will be composed of five or six United States businessmen with specially selected backgrounds of experience in the fields of interest to the mission. They will be accompanied by two officials from the Department, serving as Team Director and Trade Development Officer.

Purpose of the Mission is to promote U.S. exports to these countries through the direct sale of products and through the establishment of agencies and distributorships. The Mission will also be seeking opportunities for interested U.S. businessmen to obtain profitable joint-venture operations or licensing arrangements. The Mission will take with them for personal handling Business Proposals submitted by U.S. firms (see accompanying article).

This area has considerable potential for growth. It is a rich and growing market and the U.S. share is now a relatively small one. Eventually, Common Market developments may be moving these two principal customers further out of the orbit of the United Kingdom, say observers. As against these factors, there is the prospect of increasing competition from Japan and the Common Market. These facts point out the need in this area and the chances for success for an intensified export drive to obtain new markets and to improve the U.S. competitive position.

Australia

Australia is now the third best market in the Far East-Pacific area with great potential as an even larger export market for the U.S. United States exports to Australia amounted to somewhat over $392 million in value for fiscal 1962, yet this was only about 20% of Australia's total import figure. Australia ranks among the 12 leading trading nations of the world even though it stands 40th in population; on a per capita basis, the value of Australia's two-way trade exceeds by far that of Japan and roughly matches that of the United Kingdom.

It has one of the highest standards of living in the world (with a per capita income of over $1,200.00), an abundance of natural resources and a skilled and literate labor force. It nearly 11 million population is growing at the rate of 2% a year and its Gross National Product has increased at an average of 4 to 6% yearly. Although Australia is principally a producer and exporter of primary products, its economy is relatively more industrialized than that of the U.S. Nearly 40% of its population lives in two major cities, over 27% of its workforce is employed in factories compared to 22.4% for the United States, and roughly four-fifths of its total annual outlay for imports is for capital goods and equipment, raw materials and semi-manufactured goods.

New Zealand

New Zealand offers a somewhat less promising area than Australia for expanding exports due to its smaller size and some restrictive licensing controls. It is recognized, however, that there is a considerable untapped potential well worth exploiting. This will be the first U.S. Trade Mission to New Zealand and the time seems propitious due to recent development vis-a-vis the possibility of the United Kingdom joining the Common Market and the fact that New Zea-

Market Profile—Australia

Geography: Area of 2,974,581, roughly the size of the United States. The most fertile land is a 2,000 mile strip down the east and southeast coasts and a small part of the southwest corner of the continent; much of the interior is arid. There are valuable deposits of coal, lead, zinc, copper, gold, silver, tin, tungsten, uranium, antimony, wolfram, bauxite, zircon, manganese, cobalt, and cadmium.

Population: 10.5 million at the end of 1961. About one-fourth of the population is in rural areas, and more than one-half of the people reside in the six state capitals of Sydney, Melbourne, Brisbane, Adelaide, Perth, and Hobart, and Canberra.

Income: Gross national produce about $16 billion in 1961, with per capita income of roughtly $1200.

Agriculture: The world's foremost wool growing country, is also one of the leading producers of meats and dairy products. Besides wheat and other grain, all the popular vegetables and fruits, including tropical and citrus fruit are being cultivated.

Industry: Principal primary industries are sheep and cattle raising (for meat, wool, and dairy products), mining and farming (wheat, fruit, vegetables, and sugar cane). Main secondary industries are food processing and the manufacture of iron and steel, motor vehicles, heavy equipment and household electrical appliances and other consumer goods.

Transportation: More than 33,000 miles of railroads are considered modern and efficient by international standards. Australia is dependent upon shipping, the bulk of which is carried in British ships. Australia leads the world in air freigth tons per capita and is second to U.S. in air passenger miles per capita.

Export: In Fiscal Year 1959-60, total exports were valued at $2.1 billion; to the U.K., its best market, $554 million; to the U.S. $170 million; and to Japan $300 million. Wool made up roughly 40% of the value of exports.

Imports: In Fiscal Year 1959-60, imports were valued at $2.0 billion; from the U.K. $740 million; from the U.S. $336 million; and from Japan $94 million. Major imports by percent of total were motor vehicles and parts (9%), crude petroleum (8%), motive power machinery (5%), and cotton and linen piece goods (4%).

land, like Australia, is beginning to look away from Britain and towards the Pacific area for its economic future.

United States exports to New Zealand have averaged $65 million in the last three years and although the U.S. is its third largest supplier, our share of its import trade is only about 9%. New Zealand's population, though only 2½ million, has one of the highest standards of living in the world (over $1,300.00 yearly), and is growing at the rate of 2% yearly. Economically the country is in good shape. Good prices have brought record earnings for export of primary products and reserves are 50% more than in 1962.

Mission composition

The composition of the United States Machinery and Equipment Mission has been determined after careful consideration of the type of business expertise which could be most effective in the Australia-New Zealand area. These considerations included personal consultations with the Economic and Commercial offices of the United States Embassies in Wellington and Canberra and of the Consulates-General of Sydney and Melbourne.

The Mission will, therefore, include businessmen selected from the fields described in the following paragraphs. Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Director, Trade Missions Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or to any Department Field Office. It is desired that two or more of the Mission members be knowledgeable in the fields of licensing and joint-venture.

Machinery—Machine Tools

Technical knowledge of the broadest range of the newest and most specialized machinery and equipment for manufacture of a wide variety of end products. Able to discuss modernization and retooling of plant projects and equipment needs, particularly in machine tools and metalworking.

Instrumentation, automatic control

Expert in a wide variety of the latest automatic control, measuring, recording, teaching, and qualitative testing and analytical types of devices. Knowledge of industrial application, design, installation, operation and sales.

Textiles, textile machinery

Technical knowledge of United States textile manufacturing machinery and parts. Should be conversant with modernization ideas and machinery needs for textile manufacturing of all fibers. Also must be expert in field of finished textiles —wools, cottons, synthetics, etc.—for wide range of uses.

Food processing, packaging

Special knowledge of new and modern equipment for food processing such as freezing, canning, food preparation, dehydration, bottling, blending, etc., and expert in the widest possible variety of modern packaging machinery and equipment, related particularly to foodstuffs but also including other consumer goods.

Agricultural equipment

Specialist familiar with the newest and most automatic agricultural and dairy machine equipment, including machines for fertilizing and the use of pesticides as well as harvesting, collecting and blending of dairy products, etc.

Construction, and road equipment

Knowledge of machinery designed for construction and excavation work such as derricks, hoists and rigging, pile drivers, power shovels, pneumatic tools and materials handling and conveyor equipment. Also competent to discuss on- and off-the road transport, earth-moving and other road-building equipment.

How to submit Business Proposal to Trade Mission

U.S. firms interested in doing business in Australia and New Zealand have new opportunity

The U.S. Machinery and Equipment Mission to Australia and New Zealand will take Business Proposals of American firms interested in obtaining trade contacts in the areas to be visited. The closing date for submission of the proposals to the Trade Missions Division is January 5th.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships or firms interested in

Market Profile—New Zealand

Geography: Area of 103,000 square miles, about equal to the combined states of New York, New Jersey, and Pennsylvania. Located in the South Pacific Ocean, 1400 miles to the east of Australia. It is essentially a land of high mountains and deeply dissected hill country. Most minerals are present in New Zealand but in quantities too small to be of commercial value.

Population: 2.5 million (including 158,000 Maoris) at the end of 1961. Approximately two-fifths were included in the five principal urban areas of Auckland, Hutt, Wellington, Christchurch, and Dunedin. Unemployment is virtually nil.

Income: The gross national produce in fiscal 1959-60, was $3.5 billion with per capita income of roughly $1,170 ($2,223 in U.S.).

Agriculture: Third largest wool producer in the world; is one of the leading producers of meat and dairy products. All popular vegetables and fruits, including tropical and citrus fruit are cultivated. Virtually all foreign income stems from agricultural production.

Industry: Principal primary industries are dairy farming and pastoral production. (Wheat, fruit, vegetables, etc.) Main secondary industries are food processing and the manufacture of light industrial and hydraulic equipment. Virtually all major household appliances are produced domestically.

Transportation: Serviced by 56,000 miles of roads; 3,500 miles of railways; 3,000 miles of regular air routes as well as numerous shipping freight services round the coast line. Merchant shipping fleet consists of approximately 500 vessels, 33 of which are engaged in international shipping and trade.

Exports: Dairy products, meat, and wool account directly for nearly 90% of New Zealand's export income. New Zealand is worlds largest exporter of mutton, lamb, butter and cheese and second largest wool exporter. In 1960, total exports were valued at $846 million; to the U.K., its best market, $449 million (55%); to the U.S., the second most important country market, $108 million (13%); and to the EEC countries $143 million (17%).

Imports: In 1960, total imports were valued at $705 million; from the U.K., $309 million (43%); from the U.S.A., $72 million (10%).

35 word summary

A booklet containing a summary of all Business Proposals will be distributed in Australia and New Zealand. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

entering into other type business arrangements are invited to participate in this program. In contemplating use of the Business Proposal Service, it is urged that careful consideration be given to the practicality of each particular product or service to the Australia-New Zealand areas.

The Business Proposal submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the area prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member in regard to a specific U.S. Proposal. U.S. firms will be provided the names of those firms in Australia and New Zealand which have a definite interest in their Business Proposals in order that follow-up action can be taken.

To submit proposal

To submit a Business Proposal please answer the questions below and submit with two copies to the Director, U.S. Machinery and Equipment Mission to Australia and New Zealand, Bureau of International Commerce, Washington, D.C. 20230. Submit a separate set of proposals for each Trade Information Center (Australia and New Zealand).

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you want to make a direct investment abroad?
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogues and price lists are appropriate for this use. Price information should include Cost-Insurance-Freight (CIF) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution to firms in Australia and New Zealand. However, no more than fifty single sheets can be shipped abroad for each Business Proposal.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Latin importers' U.S. debt rose for 1st time since April

The outstanding draft indebtedness of Latin American importers to U.S. exporters increased in July for the first time since April, according to the Federal Reserve Bank of New York's monthly survey of the Latin American export credit experience of 11 large commercial banks. The total rose by $4.8 million to $222.5 million, as U.S. exporters drew $42.8 million of new drafts on Latin American importers during July, while $38 million of drafts were paid by importers.

Importers in Brazil showed the largest increase in outstanding indebtedness, with a rise of $2.4 million to $21 million, the highest figure reported for that country since February 1962. Importers in Mexico increased their draft indebtedness by $1 million to $19.7 million, the highest since January 1962. A decline of $1.4 million reduced Venezuela's indebtedness to $38 million, the lowest level since October 1960.

Kaiser to build steel mill for Singapore firm

National Iron and Steel Mills, Limited, Singapore, has awarded an engineering and construction supervision contract to Kaiser Engineers International, according to John Hallett, KEI vice president and general manager.

KEI services are to facilitate completion of the plant's construction now in progress; supervise plant commissioning, equipment testing, start up; initial production and conduct on-the-job training. Main elements of the new plant are an electric furnace and a merchant, bar and rod mill facility. Initial production capacity is approximately 70,000 annual tons output which can be eventually expanded to about 200,000 tons annually.

Site for the new plant is on the Jurong Estates, Singapore.

SWISS PHOTO IMPORTS UP

Photographic goods imported into Switzerland in 1962 amounted to some $21.8 million, compared to $20.9 million in 1961. About 45% of the total 1962 imports came from West Germany with 27% coming from the U.S.

Total imports of sensitized goods, film, plates and paper were valued at about $10.2 million in 1962. Of these, the U.S. supplied about 43%, West Germany 28% and Belgium 14%.

Statistics on Swiss foreign trade in photographic products are available from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

BANANA EXPORTS UP

Barclay's Caribbean Bulletin reports the Jamaican Banana Board is urging growers to expand banana cultivation. Bananas shipped up to June 15 totalled 4,853,788 stems, compared to 4,698,494 stems for the corresponding period in 1962.

Commerce official visits Austrian wood exhibition

Braderman favorably impressed with exhibition at Klagenfurt

The 12th Austrian Wood Fair in Klagenfurt, Carinthia, drew approximately 300,000 visitors and buyers. A total of 29 U.S. firms were represented.

A highlight of the Aug. 8-18 fair was a visit on Aug. 17 by Eugene Braderman, Deputy Assistant Secretary of Commerce for International Affairs and Director of the Bureau of International Commerce. The Commerce Department official toured various exhibits and later was guest of honor at a luncheon given by Fair President Rudolf Novak.

President Novak said Braderman's visit and the "effective" U.S. Consulate General's Trade and Travel Information booth indicated U.S. recognition of the Fair's importance; he urged the U.S. continue being represented at the event.

Favorably impressed

Braderman said he had visited trade fairs all over the world and that he was very favorably impressed with the Klagenfurt event. He hoped that U.S. firms would participate in greater numbers and strength at future fairs there.

The Commerce Department official explained the U.S. balance of payments problem and said increased trade between Austria and the U.S. would not only contribute to a solution of this problem but would also lead to a further strengthening of the already close relations which exist between the two countries.

The Consulate General's booth promoted trade and travel to the U.S. Four trade possibilities were developed.

RIO FAIR

Total attendance at the recent trade fair in Rio de Janeiro was 823,721. The fair was held July 19-Aug. 18. The U.S. Information Agency in the Brazilian city is producing a 10-minute film on the exhibition which will highlight the themes of the fair: The Skilled American Worker, the U.S. Subsidiary Story, and the Alliance for Progress.

Good market for office machines reported in Japan; U.S. plans Trade Center show next winter

Event expected to attract buyers and agents from all parts of Japan; business firms invited to participate

Total sales of office machines last year in Japan reached an estimated $120 million. The figure is expected to double by 1965, with imports of business machines expected to reach $130 million.

This is according to a recent projection of the Japanese Ministry of International Trade and Industry (MITI).

U.S. business firms, with help from the Bureau of International Commerce, will have an opportunity to increase their share of the booming Japanese market early next year at the Business Machines Show at the Tokyo Trade Center.

Further information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

The Jan. 21-Feb. 7, 1964 show is expected to attract buyers and agents from all parts of Japan.

4th trade center

Located in the heart of Tokyo's great commercial district, the Trade Center in Tokyo opened last April as the fourth U.S. Center overseas. Total direct sales from the first two shows in the Center have reached over $1.5 million, according to John Moran, Tokyo Trade Center Director.

The U.S. Trade Center in Bangkok, Thailand, recently concluded a similar business machine show, 34 companies participated, including 9 companies new to the market. More than 6,500 people visited that show and took a keen interest in such exhibits as the IBM "golfball" electric typewriter. Minnesota Mining, Smith Corona, National Cash Register, Burroughs and General Aniline were among the most attractive displays at the Bangkok show.

During the past 18 years, the industrial and commercial advances of Japan have drawn the attention of the entire world. The country emerged from war-torn devastation to become a leading producer and consumer. The concomitant growth in the volume of business and mounting cost of skilled labor led to the increased demand for business machines in Japan. Modernization and streamlining have become a "must" and have brought not only the large businesses, but also many of the 5 million small and medium sized enterprises to focus their attention on the great variety of business machines.

Despite increased domestic production, a very significant portion of the business machine market is still supplied through imports—in 1961 imports made up 56% of sales. The U.S. share of the 1962 market was 48.3% or $31 million, ranging from 57.9% of all cash registers to 84.9% of tabulating machines and 13.6% of hand operated calculators.

Extremely competitive

But the Japanese market for business machines is extremely competitive and is becoming more and more sophisticated. While U.S. products have the largest share in about half of the major categories, other leading industrial countries, especially Western European have forcefully moved into the market. Alertness to the requirements of the market and aggressive promotion are needed to assure continued success to U.S. exporters.

A recent market survey indicated that the following types of machines should sell well in Japan:

Complex and sophisticated machines of various types; low-cost specialized machines; machines for which demand is increasing so much more rapidly than local supply that competition is a negligi-

ble problem and machines incorporating new methods or designs.

Specifically the survey points to the following machines as those with a good market potential:

Advanced electrically operated adding machines and calculators, bookkeeping and accounting machines, micro-photographic machines, postage meters, addressing machines, statistic tabulators, punchers and sorters.

Terms of participation

U.S. business machine manufacturers are being invited to show their wares during the show. Terms of participation will include a contribution of $400 to defray part of the promotional cost (only $100 if the company agrees to send a U.S. representative). The participating company will bear the cost of shipping its own products to the port of entry. The Government will pay inland freight charges and the return shipment of any item not sold during the show.

In addition the participant will receive the services of a full staff of commercial officers, well-versed in tariff and customs information; an exhibits manager, who sees that the products are displayed in a professionally designed and mounted exhibit, and a full-scale promotional campaign.

Manufacturers interested in the Tokyo Trade Center Business Machine Show may write the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington, D.C. 20230, or contact the nearest Department of Commerce Field Office.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

BANGKOK SHOWING: U.S. business machines were exhibited at Bangkok in a display which closed July 19th. The same Business Machines and Office Equipment show is now being moved to the U.S. Trade Center at Tokyo where Japanese businessmen will be invited to inspect it Jan. 21 to Feb. 7, 1964.

Exhibitors at Sydney Fair expect sales of $930,000

The 38 exhibitors who participated in the U.S. exhibit at the Sydney, Australia, Trade Fair reported a total of $153,500 in immediate sales. They anticipate future sales totaling $778,500.

The fair was held July 26-Aug. 10. Over 226,000 visitors viewed the U.S. exhibit, with 9,000 commercial visitors reported during the trade hours of the first 3 days. The fair management reported a total attendance of 417,676.

U.S. firms invited to display apparel at fair in Paris

Ready-to-wear goods from U.S. becoming popular in France

The French Women's Ready-to-Wear Show will be held in Paris Nov. 10-18. U.S. manufacturers have been urged to participate by the U.S. Embassy in Paris which reports a potential market exists in France for U.S. manufactured apparel.

French importers purchased $2.8 million worth of ladies' outerwear and $194,000 of lingerie in 1961. In 1962, such imports rose to $3.7 million and $206,000, respectively.

Becoming known

U.S. ready-to-wear garments are beginning to be known in Paris, the Embassy reports, through special sales being made in several large Paris department stores and a few specialized retail stores. In addition, U.S. style is being advertised in ladies' fashion magazines.

The Embassy believes that typical American apparel, such as medium priced dresses, beach wear, swimming suits, teenagers' outfits, sportswear, slacks and separates would find acceptance here "because they are different." The Embassy also believes that French women are prepared to pay somewhat higher prices for imported garments if they are "novelty" items.

This show, held twice a year, is visited by over 5,000 buyers, 20% to 30% of them from outside France.

Numerous immediate sales made at show in Frankfurt

Over 600 trade visitors were reported during the first 10 days of the Nonelectric Housewares Show at the Frankfurt Trade Center. The event opened Aug. 21 and was scheduled to close Sept. 6.

There were numerous on-the-floor sales at the event, including two for snow plows totaling $70,000. One firm reported $7,000 in sales and $50,000 in prospect for wall fasteners.

Several of the 13 exhibitors who sought agencies there reported that they had signed them. Others reported that agreements were in the stage of advanced negotiation.

Swiss offer good market

Strong and diversified demand offers wide spectrum of export opportunities for U.S.

The Swiss economy continued to boom in the second quarter of 1963 although the rate of economic expansion was slower than last year's.

In spite of a decline of orders in a few segments of industry, strong industrial upswing in the spring exceeded expectations and export performance was excellent. At the same time, consumer demand was at record level and imports climbed. The cost of living rose 1% during the quarter, mainly due to rent increases, but wholesale prices were stable, and the only significant wage increase occurred in the construction sector after a strike. Two important sectors of the Swiss economy, tourism and building, showed a decline; but activity in these sectors remained nevertheless at a high level.

In the economic policy field, outside of existing voluntary agreements, between the Government and the business sector, designed to contain credit expansion and price increases, no new anti-inflationary steps have been taken. However, in order to preserve competitiveness of Swiss products in foreign markets and to counter the effects of the persisting labor shortage, Swiss businessmen are relying more and more on increasing their plant productivity through investment in modern equipment.

Demand for U.S. products

The strong and highly diversified demand on the Swiss market presents a wide spectrum of opportunities for U.S. exporters. Although European competition is keen, chances for increasing U.S. exports to Switzerland appear to be good. A review of consumer buying trends reveals growing acceptance of American type products while local tastes still dominate many fashion lines.

In the women's wear and accessories category particularly saleable items include medium to high-priced stretch slacks, toreador pants, and riding outfits, and lower-priced plastic raincoats. Also very popular are umbrellas and parasols in bright floral design.

Sales of perfumes, cosmetics and toiletries are reported to be at above average rate and a growing sales potential appears to exist for other drug store items such as liquid diet foods and men's and women's electric shavers.

In the men's wear and accessory group a variety of men's sport and lounging clothing is in demand, including such good sellers as tennis shorts, sneakers, lightweight pullovers, sport shirts, cabana outfits, bright ascots, leather coats and motorcycle helmets.

While men's winter weight clothing may be worn in Switzerland throughout the year, light weight suits have been selling exceptionally well this summer. Men's felt hats also sold well during summer months with homburgs leading in popularity. Straw hats for street wear, however, have been gaining increasing acceptance.

The fashion in men's shirts leans toward striped shirts with detachable collars. Other steady selling men's accessories are attache and brief cases.

Sporting goods wanted

Exceptionally promising sales opportunities exist in the field of camping, and sports equipment and apparel. Excellent sellers in this group include: tents, camp tables and chairs, hammocks, stoves, swings, inflatable rafts, plastic life preservers, beach balls, floating toy animals, small beach umbrellas for chairs and swings, tennis and badminton equipment, mountain climbing accessories, cabin cruisers, and fly fishing equipment.

Garden hoses and tools are also selling very well, and there is an excellent market for baby cribs and seats for use in automobiles. Transistor radios, tape recorders, hi-fi equipment including record players are among big sellers and musical instruments are in considerable demand due to increasing popularity of jazz music. Modern furniture in Scandinavian style is gaining in popularity with a trend toward the use of palisander wood and away from teak wood.

SWISS FACTORY: Typical of many industrial complexes in Switzerland is this Sandoz Ltd., plant at Basil, near the French border. Consumer demand is reported at record level and imports are climbing.

Business is active in the field of office machinery and equipment. Imports of such machines are increasing as companies faced with office staff shortage invest in electrical typewriters, accounting and invoicing machines, and dictaphones.

In the industrial equipment and supplies field there is a brisk demand for lifters and conveyors, delivery trucks, electronic testing equipment and automobile paints.

Want building machinery

Since the construction industry undergoes a further mechanization, there is a good market for the following types of U.S.-made equipment: super heavy-duty bulldozers and scrapers, big excavator type shovels, rear dumpers and off-the-road truck dumpers, wheel and crawler-mounted front loaders, wheel and truck-mounted excavator cranes, graders, contractors' pumps and gasoline motors.

There is also a demand for American machine tools, primarily of sophisticated labor-saving type. American machine tools regularly sold in Switzerland include: heavy milling machines, rotary and other large surface grinders, single spindle chucking machines, large vertical turret lathes, horizontal boring and milling machines from medium-large to large size, gear-hobbing machines, bore and race grinders for ball bearing manufacture, cold forming machines for screw pressing, heavy metal presses, etc.

Swiss foreign trade continues to show a sizeable deficit. Imports during the second quarter of 1963 reached $831 million while exports totaled $595. Both imports and exports increased over those registered in the second quarter of 1962 by over 10 percent.

Nearly all Swiss export industries reported gains in the second quarter with machine industry in the customary first place followed by the watch industry. The principal imports, other than raw materials, consisted of electrical machinery, automobiles, chemicals, iron and steel sheets, jewelry, plastic materials, rubber goods, leather and ready-to-wear and other textiles.

Partial data now available indicate that the trade deficit in the first seven months of 1963 totaled $526 million, 5 million more than the exceptionally high figure reached in the comparable period of 1962. Because of continued strong domestic demands, imports will probably remain at a high level for at least the rest of this year.

Swiss imports of U.S. products increased to $74.5 million during the second quarter from $69.3 million in the April-June period of 1962. In spite of this increase, the U.S. share of the Swiss market dropped to 8.9 percent, compared with 9.3 percent in the second quarter of 1962. Swiss imports from the Common Market stood at 64.4 percent of total Swiss imports compared to 63.5 percent recorded in the same period of 1962.

Industry fully occupied

Swiss industries continued to be generally occupied to capacity during the second quarter of 1963 although a decline in new orders was reported by producers of electrical machinery, certain instruments, and non-electrical apparatus. However, the whole complex of machinery and metals industry still has an order backlog of ten months on its books. While many Swiss businessmen believe that orders will decline further in the near future, the current outlook for Swiss industries as a whole appears to be excellent. During the second quarter of 1963 all principal Swiss industries shared in increased exports. Foreign sales of the machinery industry, which is the leading exporting industry, totaled $207 million, an increase of 9.6 percent over the second quarter of 1962. Exports of watch industry, second in importance, rose by 4.5 percent to $84.4 million. Other notable export increases were: 14.2 percent for synthetic dyes and other chemicals, 13.7 percent—footstuffs and luxuries, 11.6 percent—pharmaceuticals, and 5.8 percent—textiles.

The last available index of activity in principal industries indicates top employment in March 1963. Unemployment continues to be virtually nonexistent as labor shortage persists. The number of totally unemployed persons in Switzerland last June is reported at 185 compared to 170 a year earlier.

Construction slows

In the construction sector, housing completions in 65 principal Swiss towns and cities slowed down considerably in April and May. As a result, the number of units completed during the first five months of this year declined to 8,016 from 8,997 completed in the comparable period of 1962. The construction sector continued to be especially affected by the labor shortage and pressures on costs and wages. Further demands for wage increases led to a plasterers strike in Zurich which lasted from April 8 to June 18. As a result of the strike, an immediate wage increase of 11½ cents per hour was granted, with an additional 3½ increase to take effect on January 1, 1964.

Tourism, an important source of income to Swiss economy, showed a decline but remained nevertheless at a very high level. During January-June period, which does not include peak season months, guests nights dropped to 13.4 million against 13.8 million in the first six months of 1962. The decline was not so much due to a decrease in the number of foreign visitors, which was slight, as to their shorter average stay.

Brisk consumer buying continued throughout the spring. Retail sales during March-May period of 1963 averaged 8.7 percent above the level recorded in the comparable period of 1962. The rate of increase, however, was slightly slower.

Additional information on Switzerland may be found in a Department of Commerce Overseas Business Report 63-61, "Economic Developments in Switzerland, 1962." The 9-page booklet may be obtained from any Department of Commerce Field office, or by ordering direct from the Superintendent of Public Documents, Washington, D.C. 20402. Cost is 15¢.

Post Office Department rules on mail to Cuba

A forthcoming *Current Export Bulletin* will contain a "Do You Know This?" to advise exporters of recent Post Office Department actions regarding suspension of airmail package service to Cuba. The first announcement on this subject appeared in the *Postal Bulletin* of Aug. 22, 1963:

> Effective at once, because of limited facilities for the conveyance of airmail to Cuba, it is necessary to restrict temporarily the service by air to letters in their usual form, post cards, aerogrammes, and to suspend the acceptance of all other postal union articles as well as parcel post. Such articles and parcels may be sent to Cuba by surface mail.

Modification

Subsequently, the *Postal Bulletin* of Sept. 5, 1963 modified the August 22 announcement to permit acceptance of air parcel-post and post-union mail packages containing only food or medicines. Postal employees who accept such packages must assure themselves, by inquiry of senders and examination of Customs declarations, that parcels, letter packages, and 8-ounce merchandise packages for air despatch to Cuba do not contain any commodities other than food or medicines.

Officials pointed out that this action by the Post Office Department does not change the export regulations governing exports to Cuba.

FOREIGN MARKET SURVEY

Prospects for increased U.S. quality leather sales to the Netherlands appear good

Shipments for first half of 1963 show healthy increases in varied types of leathers; potential for shoe sales

Opportunities for increased U.S. sales of sheep and lamb and goat and kid leathers to the Netherlands are good because of the relatively high quality compared with the price of the American product.

Although only a comparatively few pairs of U.S. shoes are now being imported into the Netherlands, there may be some opportunities for expansion of sales of quality types according to a report requested by the Leather and Allied Products Division, BDSA, from the U.S. Embassy at The Hague in order to update the 1960-61 Foreign Market Survey on Leather.

Sheep and lamb glove and garment leather is the largest U.S. leather export item to the Netherlands, and appears to be a good bet for further expanding U.S. leather sales to the Dutch. Exports to the Netherlands in the first half of 1963 increased 15% compared with the first half of 1962, after having declined 40% between 1961 and 1962. U.S. statistics show that shipments of this item amounted to 3,251,922 square feet in the 1963 period compared to 2,832,916 square feet in the 1962 period.

Average prices for American sheep and lamb leather are about equal to prices of British types, but both are considerably higher than French prices for this item. There appears to be a limited supply, however, both in Britain and on the Continent.

Sales zoom

Another area for expanding leather sales to the Netherlands is in suede finish goat and kid upper leather. U.S. statistics show that exports of this type increased sharply, from only 139,888 square feet in the first six months of 1962 to 1,248,424 square feet in the first six months of 1963.

Fair opportunities exist for increased sales of colored box side leather for ladies' shoes, but are practically nil for sole, lining and ordinary upper leathers. The domestic industry and Western European tanners can supply the latter types at considerably lower prices.

Price factors are especially important, and inasmuch as relatively high transportation charges add much to the costs, Dutch importers think that the U.S. might best concentrate on selling quality and specialty leathers.

Netherlands consumption of light leathers—upper, lining, glove and garment—has increased sharply upwards from 67.6 million square feet in 1958 to 86.8 million square feet in 1961. Although there was some increase in domestic production, most of this increase was supplied by greater imports. Domestic consumption of sole and belting leathers continued at a downward trend.

Trend to better footwear

Some very definite trends are discernible in Dutch footwear consumption. Consumers are becoming disenchanted with imported nonleather footwear from Japan and Hong Kong because they have to be replaced about every three months. They are again turning to leather footwear. Another trend is that users of some very expensive leather footwear are turning to less expensive footwear. This is particularly apparent in ladies' shoes, primarily because of rapidly changing styles and colors and other seasonal influences. In better shoes, there is a tendency to request leather-soled and leather-lined footwear.

Netherlands production of shoes and slippers increased from 24,253,000 pairs in 1960 to 25,024,000 pairs in 1961. This production accounts for from 90 to 95% of domestic consumption of leather footwear.

Netherlands imports of leather footwear increased from 2,898,758 pairs in 1961 to 3,608,128 pairs in 1962. Belgium/Luxembourg, with 1,485,308 pairs in 1962, was the principal supplier. This area has a distinct advantage over their competitors, not only because of their proximity to the Netherlands market, but also because of the Benelux Customs Union, their exports to the Netherlands are duty free. This gives them at least a 15% advantage over their nearest competitors, the EEC countries and about 25% over all other countries.

Despite the Benelux advantage, however, Italy is also a very important supplier of imported leather footwear, hav-

U.S. exports of leather to the Netherlands in 1962 and the first half of 1963

(in square feet)

	1962	First half of 1963
Cattle and kip side upper leather, grain, black, except lining and patent	34,755	32,038
Cattle and kip side upper leather, grain, except black, except lining and patent	58,760	1,587
Cattle and kip side upper leather, finished splits, except lining and patent	114,126	5,041
Calf and whole kip upper leather, except lining and patent	2,392	8,441
Goat and kid upper leather, suede finish, except lining and patent	554,851	1,248,424
Goat and kid upper leather, except suede finish, except lining and patent	21,717	16,175
Sheep and lamb upper leather, including lining except patent	739,788	35,153
Cattle and kip patent upper leather	1,630	10,205
Upper leather, not elsewhere classified, including lining and patent, not elsewhere classified	21,831	69,881
Leather, glove and garment, sheep and lamb	5,407,211	3,251,922
Leather, glove and garment, pig and hog	9,262	14,101
Leather, glove and garment, not elsewhere classified	348,776	14,870
	6,715,099	4,707,838
Cattle and kip side upper leather, wax and rough splits, except lining and patent (in pounds)	92,201	70,995

ing supplied 1,353,471 pairs in 1962. These primarily are ladies' shoes with uppers and soles of leather and men's shoes having leather uppers with soles of rubber or plastic. Imports from Italy rose sharply from none in 1956 to 17.5% of total Dutch leather footwear imports in 1960 and further to 37% in 1961-62.

U.S. statistics show that although exports of footwear to the Netherlands are small, shipments in the first six months of 1963 were more than double 1962 shipments in the comparable period. Leather footwear exports to the Netherlands totaled 3,868 pairs valued at $24,985 in the 1963 period, and 1,607 pairs valued at $7,484 in the 1962 period.

Exports in calendar years 1962 and 1961 were 4,409 pairs valued at $17,876 and 4,116 pairs valued at $18,099, respectively. Sales consisted mostly of men's welt shoes.

Retail chain interested

Although the market is not promising for great quantities of American-made shoes, there are some potentials, especially for quality types. For example, Hessels Modeschoeisel N.V. Koningin Emmakade 180, The Hague, is interested in importing U.S. footwear. This firm handles quality shoes exclusively, catering to the wealthier Dutch as well as to U.S. nationals in the Netherlands.

Imports of low-priced footwear from Japan and Hong Kong made of materials other than leather continued to rise steeply, increasing from 20% of total imports to 50% of total imports between 1960 and 1962. The public is beginning to find these shoes rather expensive, however, considering that they have to be replaced so frequently. Imports of this type are expected to rise materially for a while then to drop sharply.

Seminar set in New York on technical data export

The Electronic Industries Assn. (EIA) of Washington, D.C., will sponsor a seminar on the export of technical data Sept. 25 at the Roosevelt Hotel in New York City.

In charge of the program will be the EIA International Department's Committee on U.S. Export Regulations.

Rauer H. Meyer, Deputy Director of the Commerce Department's Office of Export Control, will participate in the meeting. He will be assisted by John Shepherd, Director, Technical Data and Services Division, and John Collins, Director, Scientific and Electronic Equipment Division.

French demand for U.S. leathers rises; women's shoe market could be developed

Popularity of leather garments expected to bring larger sales of suede sheep and lamb leather, survey indicates

U.S. exports of sheep and lamb glove and garment leathers to France increased almost 25% between 1961 and 1962 and were 20% higher in the first six months of 1963 than in the first six months of 1962. Indications are that this upward trend will continue.

U.S. shoe manufacturers could probably develop a small but profitable market for quality footwear, but it may take two or three years before they could expect a good return.

This report from the U.S. Embassy in Paris is one of a series requested by the Leather and Allied Products Division, BDSA, to update the 1960-61 Foreign Market Survey on Leather and Footwear.

Market expanding

With the growing popularity of leather garments, expectations are that the French market for suede sheep and lamb leather will increase. Thus, quantities supplied by the U.S. leather industry should continue to expand proportionately.

U.S. exports of sheep and lamb glove and garment leather increased from 5,316,390 square feet in 1961 to 6,594,769 square feet in 1962. In the first six months of 1962, shipments amounted to 3,784,350 square feet. In the comparable period of 1963, U.S. exports of sheep and lamb glove and garment leather to France rose to 4,553,301 square feet.

U.S. side leather (vachette) for shoe uppers might also offer a fairly good market provided prices were more comparable to those quoted for French vachette. Prices for this and other leathers, however, would have to be low enough to counterbalance the customs rate differences. French prices for leather are equivalent to prices quoted by U.S. exporters, but when duty, freight, and other charges are added, most U.S. leathers become too costly to compete with leather from France, Italy and Germany.

In spite of these disadvantages, though, total U.S. exports of leathers to France increased 22% in the first six months of 1963 compared with the first six months of 1962. Shipments amounted to 5,026,176 and 4,132,586 square feet, respectively.

European shoe producers do not manufacture the wide variety of widths for each size as is customary in the United States. In view of this superiority, a profitable market for American shoes might be developed in France.

Industry sources contend that French importers and retailers are not reliably informed about American footwear. For this reason they believe it would be advantageous to exhibit at the European shows to acquaint importers and retailers with the style and workmanship of their product. It may take two or three years before U.S. manufacturers could expect a good return because at least the first year is necessary to show the shoes and take sample orders. Only after the second year when retailers have had time to observe consumer reaction can regular orders be anticipated.

French women are quite fashion conscious and are willing to pay more for imported footwear, especially if it is different than that produced in France. In addition to women's footwear, it is likely that a small market could be developed for athletic footwear, cowboy boots and children's shoes.

France's imports of footwear were 23% higher in 1962 than in 1961, with Italy, Switzerland and West Germany the principal suppliers. The increase in imports is attributed mainly to the reduction in duties on imports from other Common Market countries.

Italy was the principal beneficiary of the reduced duties. Italian exports to the French market increased 30% between 1961 and 1962. Inasmuch as footwear production costs are considerably lower in Italy than France, several French chain stores sell under their trade name shoes manufactured for them in Italy.

France imports both low-priced and expensive shoes, so price factors do not seem to be the primary determinant. In view of the transportation costs and duty, however, U.S. shoes would be in the higher price category which would have to be justified by quality or novelty.

For additional information on the French market, see the Department of Commerce Overseas Business Report 63-79, "Economic Developments in France, 1962," available from any Commerce Field Office, or from the Superintendent of Public Documents, Washington, D.C., 20402. Cost, 15¢.

$148 million available for 'Cooley' loans to U.S. business overseas

AID encouraging applications in 19 countries; funds available for development or expansion of U.S. firms

The Agency for International Development (AID) has the equivalent of 148 million dollars available for loans to qualified businesses overseas. AID is actively encouraging applications in 19 of the 24 countries in which these "Cooley" funds are available. Outstanding applications exceed available funds only in Colombia, Ecuador, Peru, the Philippines and Uruguay.

This category of loans is available for development or expansion of foreign operations of U.S. business firms or their affiliates. Foreign firms are eligible if their use of the money will expand markets for U.S. agricultural products.

The loans are in local currencies received from sales of U.S. agricultural surpluses and are also repayable in local currency. The program bears the name of Representative Harold D. Cooley of North Carolina who sponsored the legislation amending Public Law 480 (Food for Peace).

Cooley Loan Currencies Available

Country	Unit of Currency	Foreign (000)	US Equiv. ($000)
LATIN AMERICA			
Bolivia	Pesos	10,128	$ 853
*Colombia	Pesos	10,205	1,023
*Ecuador	Sucres	7,232	344
Paraguay	Guaranies	5,750	46
*Peru	Soles	49,465	1,846
*Uruguay	Pesos	3,604	219
NEAR EAST-SOUTH ASIA			
Greece	Drachmae	59,318	1,977
India	Rupees	242,486	51,125
Iran	Rials	115,162	1,515
Israel	Pounds	24,572	8,191
Pakistan	Rupees	54,745	11,417
Syria	Pounds	13,604	3,580
Turkey	Lire	148,448	16,494
UAR (Egypt)	Pounds	11,819	27,240
FAR EAST			
China	New Taiwan Dollars	257,372	6,434
Indonesia	Rupiah	418,008	1,327
Korea	Won	392,557	3,031
*Philippines	Pesos	13,457	3,451
Vietnam	Piastres	60,288	828
AFRICA-EUROPE			
Finland	New Finnish Markkas	1,054	329
Guinea	Francs	42,248	171
Morocco	Dirhams	9,763	1,947
Sudan	Pounds	303	876
Tunisia	Dinars	1,405	3,372
			$147,636

***New applications are not being accepted in these countries, as applications on hand already exceed available funds.**

General inquiries about the Cooley program should be addressed to the Private Enterprise Division, Agency for International Development, Washington D. C., 20510. Loan applications should be submitted to the appropriate Regional Bureau of AID, Washington, D.C., 20510, (Near East and South Asia, Far East, Africa-Europe or Latin America). Applications may also be submitted to the U.S. AID Mission in the countries involved, in care of the American Embassy.

AID loan assists industrial credit bank in Bolivia

Expect new bank to spur the development of private sector under Alliance for Progress

The establishment of the first industrial credit bank in Bolivia to spur the development of the country's private sector under the Alliance for Progress will be assisted by a loan from the Agency for International Development (AID).

The new bank will make short, medium and long-term loans to help establish new, and expand existing private companies. Present Bolivian banks have a limited capacity to satisfy the credit requirements of modern business. The official rate for short-term commercial bank loans is 21 percent, with other charges that run the costs even higher.

Bolivian funds involved

The AID loan of 2.4 million dollars will be made to the Banco Industrial S.A., founded by the National Chamber of Industries of Bolivia. In addition to the AID loan, seven commercial banks and private investors in Bolivia will subscribe a total of $300,000 to the capital; another $300,000 subscription will be made from counterpart funds owned by the Government of Bolivia.

Bolivian experts have long considered a private industrial development bank essential to a healthy economic climate in the country. Such a bank will enable private businessmen to obtain credit for improving and expanding productive capacity. It is also expected to stimulate new industrial and agricultural development projects.

Banco Industrial S.A. will repay the loan from AID in dollars within 15 years from the first disbursement.

$7.5 million loan to Malta by World Bank announced

To build combined thermal electric power and sea water distillation project to aid local industry

The World Bank made a loan equivalent to $7.5 million to Malta for a combined thermal electric power and sea water distillation project Sept. 6th. The project consists of the construction of a 25,000-kilowatt power station, which will double the generating capacity of Malta's public electricity system, and a water distillation plant with a capacity of one million imperial gallons a day.

Two institutional investors and two commercial banks are participating in the loan, without the World Bank's guarantee, for a total amount of $7,465,000, representing portions of all the maturities which fall due between April 1966 and April 1983. Among the participants are Banque Lambert, S.C.S., Brussels, and Girard Trust Corn Exchange Bank, Philadelphia.

Electricity sales rise

Malta's public power facilities now consist of a 25,000-kilowatt thermal power plant in Marsa near Valletta and a distribution system which supplies Malta, and the islands of Gozo and Comino by submarine cables. Annual sales of electricity have increased at an average rate of 15.6% during the past five years and are expected to increase at an annual rate of nearly 13% between now and 1970. This includes future sales to a civilian dockyard, comprising a large part of the dockyard which was formerly operated by the British Navy.

The thermal power and sea water distillation station will be located at Marsa, at the head of Grand Harbor in Valletta, adjacent to the existing underground power station. The distillation plant will be operated by steam supplied from the power generating plant. The output of distilled water will be pumped through twin mains to an existing reservoir at Luqa, some 4,000 yards from the plant, where it will be blended with water obtained from underground sources. The power output will be fed into the existing distribution system.

The new station is being designed for an ultimate capacity of 100,000 kilowatts of power and water production of 6,000,000 gallons per day; many features, such as the cooling water system, will have sufficient capacity for the next stage of development.

To sell at cost

The Government of Malta will relend the proceeds of the Bank loan to the Malta Electricity Board, a new public authority being established to take over public power facilities. The water distillation plant will be owned and operated by the Board and its output will be sold at cost to the Government's Water Authority.

Consultants have been retained to plan, design and supervise construction of the project. Work on the site commenced this year and the project is scheduled for completion in 1965.

Competitive bidding

All plant and equipment will be purchased on the basis of international competitive bidding. The total cost of the project is estimated at the equivalent of about $10 million. The Bank loan will cover the foreign exchange requirements of $7.5 million and the local costs will be met by the Malta Electricity Board and the Government of Malta.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

2 Pakistan cities get $50 million IDA water loan

Will buy equipment from abroad, hire engineering and management consultants to organize projects

The International Development Association, an affiliate of the World Bank, has extended 2 credits totaling $50 million to Pakistan to assist in financing water supply and sewerage projects in the cities of Dacca and Chittagong in the Province of East Pakistan. Necessary equipment imports for IDA financed projects are procured through international competitive bidding.

For each city, the projects include the development of a new water source from a nearby river, the construction of intake works, a water treatment plant and a pumping station which will deliver water through a new transmission main and a network of primary supply mains directly into the distribution systems and new or improved storage tanks.

The schemes further provide for the building of secondary distribution mains and replacement of existing ones and for the installation of water service connections. Public sanitary structures will be built in both cities for those people who cannot afford individual water and sewerage connections.

To ensure that the new systems will be run efficiently as single units, the Provincial Government will establish for each city a Water Supply and Sewerage Authority which will be responsible for carrying out the project and operating the facilities. The IDA credits include funds to employ engineering consultants to design and supervise execution of the projects, which should take about 6 years, and management consultants to assist the Authorities.

Dacca and Chittagong are the 2 most important cities in East Pakistan. Dacca is the capital and leading commercial center, and Chittagong is the main port.

The total cost of the Dacca project is estimated at the equivalent of $50 million; the estimated cost of the Chittagong project is equivalent to $43 million. The IDA credits will finance the foreign exchange requirements; the local currency costs will be covered by loans from the Provincial Government and by the Authorities' own resources.

World trade group and chemical company receive 'E' awards for pushing exports

South Bend, Indiana, organization conducts research and seminars; Mississippi firm, subsidiary expand sales, sell in 13 countries

A world trade group in South Bend, Indiana, and a chemical firm in Yazoo City, Mississippi, have been honored with the President's "E" award for pushing U.S. exports.

In separate ceremonies last week, the Michiana World Trade Club, Chamber of Commerce of South Bend-Mishawaka, Inc., and the Mississippi Chemical Corp., and its subsidiary, the Coastal Chemical Corp. of Pascagoula, received the awards.

The Michiana World Trade Club was honored Sept. 9 in South Bend. The Mississippi company was scheduled to receive its award Sept. 13 in Jackson, Miss.

Research, export seminars

Through research, export seminars, and by acting as a meeting ground for buyers and sellers, the Michiana Club has directly stimulated the flow of U.S. goods abroad.

L. Edward Scriven, Acting National Export Expansion Coordinator, presented the award to George F. Wilkins, president of the Michiana World Trade Club. Wilkins is also export manager of the Wheelabrator Corp. of Mishawaka.

The ceremony took place at the Morris Inn on the Notre Dame University campus before members of the Club at a dinner in conjunction with a community-wide "Partners for Progress" week-long celebration.

Wilkins received a blue and gold citation signed by Secretary of Commerce Luther H. Hodges in the name of President Kennedy. In addition, he received "E" lapel pins and a blue and white "E" pennant to fly over the Club's headquarters.

Sells in 13 countries

The Mississippi firm and its subsidiary were honored for outstanding achievement in expanding sales in highly competitive markets in 13 countries in the space of a few years.

Roy L. Morgan, Director of the Department of Commerce Office of Field Services, presented the award to Owen Cooper, president of both firms and a member of the Louisiana-Mississippi Regional Export Expansion Council.

The ceremony took place at the Hotel Heidelberg in Jackson, at the regular annual meeting of stockholders of both firms. The firms were presented a blue and gold citation, signed by Secretary of Commerce Hodges for President Kennedy. Morgan also presented Cooper with a blue and white "E" pennant, to fly over plant headquarters, and "E" lapel pins.

The "E" awards are given for outstanding achievements in developing sales of U.S. goods and services in overseas markets. Over 330 awards have been presented to U.S. firms in the Government's export expansion program.

Exports down 2% in July, adjusted on seasonal basis

Excluding military assistance, U.S. exports in July were valued at $1,779.4 million

The Bureau of the Census, Department of Commerce, reports that on a seasonally-adjusted basis, U.S. exports of domestic and foreign merchandise, excluding Department of Defense Military Assistance Program—Grant-Aid shipments, were valued at $1,779.4 million in July, a level about two percent below the June seasonally-adjusted total of $1,813.6 million.

The July export total, excluding Military Assistance Program—Grant-Aid shipments and unadjusted for seasonal change was $1,711.6 million, a decrease of about four percent from the June unadjusted total of $1,776.6 million. Military Assistance Program—Grant-Aid shipments amounted to $104.4 million in July as compared to $86.4 million in June.

For the period January-July 1963, exports of domestic and foreign merchandise, excluding Military Assistance Program—Grant-Aid shipments, and on a seasonally-adjusted basis, were at an annual rate of $21,455 million, an increase of about two percent over the annual rate of $21,074 million for the corresponding period of 1962.

July exports of domestic and foreign merchandise, including Military Assistance Program—Grant-Aid shipments and unadjusted for seasonal change totaled $1,816.0 million representing a decrease of about three percent from the June unadjusted total of $1,863.0 million.

The sections showing the more notable decreases were machinery and transport equipment; manufactured goods classified chiefly by material; beverages and tobacco and miscellaneous manufactured articles. The sections showing the more notable increases were food and live animals; and chemicals.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

U.S. $ Bond issue sold overseas by World Bank

The World Bank has arranged the sale, entirely outside the United States, of a $100 million issue of U.S. dollar bonds. The sale, at par, was made by private placement with central banks and other governmental institutions in 29 countries.

The new bonds are known as the "Two-Year Bonds of 1963," and will bear interest of 4%, payable semi-annually, with the first payment due March 15, 1964. The issue is dated September 15, 1963 and matures September 15, 1965.

Completion of the current transaction will not affect the total of the Bank's outstanding funded debt, as an equal amount of 2-Year 4% bonds, placed outside the U.S. in September 1961, matured on September 15th. The total outstanding obligations of the Bank amount to about $2.5 billion of which about $1.9 billion is denominated in U.S. dollars and nearly $620 million in Belgian francs, Canadian dollars, Deutsche marks, Italian lire, Netherlands guilders, sterling and Swiss francs.

Textile arrangement with Japan regulates trade through 1965

Governments agree on procedures to curb excessive Japanese exports

The U.S. and Japan have concluded a bilateral cotton textile Arrangement to regulate trade between the 2 countries for the period 1963 through 1965.

Principal features of the arrangement are:

★ For calendar year 1963 the level of Japanese exports of cotton textiles to the U.S. is 287.5 million square yards equivalent. Within this aggregate limit, which is listed in Annex A, limits or ceilings are also provided for particular categories and groups of textiles.

★ The over-all limit, and the limits or ceilings on groups and categories, will be increased by 3% for calendar year 1964, and these levels will be increased by 5% for calendar year 1965.

★ The 2 Governments will exchange such statistical data on cotton textiles as are required for the effective implementation of the Arrangement. A set of conversion factors is specified in Annex C of the Arrangement to express various categories of cotton textiles in terms of a square yard equivalent.

★ The 2 Governments agreed on procedures to be applied in the event that an excessive concentration of Japanese exports of any particular product of cotton textiles, for which no limit or ceiling is specified, or of end items made from a particular type of fabric, should cause or threaten to cause disruption of the U.S. market.

★ The 2 Governments also agreed on procedures to be applied in the event that questions should arise concerning certain items not included in Annex A of the Arrangement.

★ The 2 Governments further agreed to consult on any problem that may arise during the term of the Arrangement.

The Arrangement was negotiated under Article 4 of the Geneva Long-Term Arrangements.

Textile trade problems are also being discussed with a number of other countries, according to the Interagency Textile Administrative Committee. Such discussions are being held with Taiwan, Hong Kong, Korea, Mexico, the Philippines, Poland, Portugal, Trinidad and Tobago, and Turkey.

Sign $6.8 million P.L. 480 agreement with Iraq

The signing of a Food for Peace agreement with Iraq, providing for the long-term dollar credit sale of $6,856,000 worth of U.S. agricultural commodities, has been announced by the U.S. Department of Agriculture. Value includes certain ocean transportation costs.

This is the first agreement between the U.S. and Iraq under P.L. 480, and includes the following commodities:

Commodity	Thousand dollars
Wheat (approx. 1.8 mil. bu.)	*3,210*
Tobacco (approx. 3.3 mil. lbs.)	*2,513*
Poultry (approx. 992,000 lbs.)	*317*
Ocean transportation (est.)	*816*
Total	**6,856**

The proceeds from the sale will be used for economic and social development projects in Iraq.

Sales will be made by private U.S. traders, and credit purchase authorizations are to be announced later.

Further information may be obtained from the Program Operations Division, Foreign Agricultural Service, Department of Agriculture, Washington, D. C., 20250. Phone DUdley 8-6211. Please refer to P.R. 2878-63.

Tunisia gets $6.5 million to buy 600 U.S. tractors

Tunisia's agricultural program, a vital part of its national development plan, will be strengthened by purchase of more than 600 U.S. tractors through an Agency for International Development loan.

The tractors, related equipment and spare parts to be bought under the $6.5 million loan will promote better land use, reforestation, soil conservation and crop development. They will be bought entirely in the U.S. and supplied through Tunisian distributors.

The loan also covers consulting services of American personnel in preparing bidding documents and specifications. The equipment will be operated and maintained by agencies of the Tunisian Department of Agriculture. Because final assembly will be performed in Tunis, the government is contributing $530,000 in its own currency for the purpose.

New York exporter fined $6,000 for licensing breach

Pleaded guilty to charge of Control Act violation

B.W. Trading Corporation, a New York export-import company, and its president, Benjamin Winkler, have been fined a total of $6,000 by a Federal District Court for attempting to export strategic equipment without obtaining an export license, in violation of the U.S. Export Control Act.

The case was concluded in Brooklyn September 5 after the defendants pleaded guilty to one count of a 3-count indictment, admitting that they attempted to export 4 oscilloscopes with accessories to a customer in Austria without obtaining the required export license from the Bureau of International Commerce, U.S. Department of Commerce.

Judge Leo Rayfiel fined Mr. Winkler $5,000 and the company $1,000.

Seized at airport

The shipment of oscilloscopes—valued at over $8,800—was seized by U.S. Customs agents at Idlewild Airport after Winkler delivered them to an airline for export to Austria. Customs, making a physical inspection of the shipment, found the commodities to be strategic equipment under strict export security control. Winkler had previously submitted to the Bureau an application for a license to export these and 13 other oscilloscopes to Austria, but the license had not been approved.

The Government's investigation of the case was carried out by the Bureau's Investigations Division and Customs Agency Service. The criminal prosecution was handled by Assistant U.S. Attorney Raymond B. Grunewald for U.S. Attorney Joseph P. Hoey in the Eastern District of New York.

Headquarters of the B.W. Trading Corporation are at 125 Cedar Street.

Luxury imports soon to enter Ceylon more freely, but tariff increases point to prices in upper reaches

More than 800 products subject to duty hikes as Government prepares to set limited import-quota allocations for them

Recent changes (effective August 1) in Ceylon's import-duty schedule have included revenue and protectionist increases on luxuries and semi-luxuries, along with reductions calculated to cut prices of essentials and lower the cost of living.

Last year the country's foreign-exchange position necessitated certain restrictive measures under which all goods previously imported under open general license were made subject to individual licensing except for foods, petroleum, fuel, fertilizers, and specified drugs. All other imported items were classified under three groups, "essential goods," "other essential goods," and "non-essential goods." Licenses for items in the first and second categories were issued on a quota basis ranging from 80 to 100% and 50 to 80% of 1961 levels, respectively. Importation of "non-essential goods" was in many instances banned or sharply limited.

Expensive

The recent shifts presage relaxation of the restrictions on luxury and semi-luxury items although the increases of already high duties may place them within the purchasing power of only the limited upper-income bracket. Among duty increases on over 800 items, the following are of particular interest to U.S. exporters (present ad valorem rates of duty, with previous rates shown in parentheses): electrical appliances such as stoves, vacuum cleaners, washing machines, electric razors, floor polishers, and food mixers, 210 (72); fancy electric-lighting accessories, 210 (42); luxury bathroom fittings, 200 (42); refrigerators, 310 (96); and textiles costing above 2 rupees ($.42) per yard, 310 (18 to 55.)

Licenses for importing these goods have not been issued during the current year, but it has been announced that limited allocations will be granted next year. Others items on which duties have been raised to protect local industries include: boots and shoes, 310 (30 to 90); confectionery including chocolates, 310 (198); cups and saucers, 300 (126); fruit cordials, 300 (140); rubber mats and matting, 300 (126); and metal office furniture, 160 (66).

Essential items on which duties have been reduced in order to hold down the cost of living include: cotton piece goods, 20 (24); artificial silk piece goods, 40 (45); kerosene oil, 8 rupee cents ($0.017) per imperial gallon (12 rupee cents or $0.025); and motor vehicle spare parts, 57½ (69).

Further information on specific commodities may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

> Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

India buys $7.7 million worth of PL 480 corn

India and the United States have agreed on an amended program under Title I, Public Law 480, for the sale of $7.7 million worth (including certain ocean transportation costs) of U.S. corn —about 4.3 million bushels.

The proceeds from this sale are to be used for Agency for International Development (AID) loans, and other U.S. purposes.

Bolivia requires special labels on tobacco imports

All imports of cigars, cigarettes, and tobacco into Bolivia are now required to bear a yellow seal with the Spanish words, "Para exportación a la Republica de Bolivia—derechos de aduana" ("For Export to the Republic of Bolivia—Dutiable").

Cigarettes

On cigarettes, the seal must be underneath the cellophane wrapper. Cigars and tobacco may have it outside.

Such imports destined for groups enjoying free importation of goods (diplomatic missions, and the like) must bear a green seal with the words, "Para exportación a la Republica de Bolivia—no para venta" ("For export to the Republic of Bolivia—not for sale."

The new regulation went into effect on August 15.

Australia preparing curbs on drug importation, sale

To help control the importation and marketing of new drugs in Australia, the Government is working with two new groups.

A Therapeutic Products Division is being organized within the Department of Health to examine applications for authority to import new drugs. Applications will be considered on the basis of experience derived from clinical and other trials of drugs abroad.

The Government has also appointed an independent committee of 7 eminent medical men to advise the Department of Health in such matters. The committee will arbitrate impartially in any case of a dispute between the Department of Health and a drug manufacturer or importer.

Switzerland backstops firm on Greek project

With the Swiss Government covering the order under its export-risk guarantee program, Brown-Boveri of Baden, the country's largest engineering concern, has undertaken to supply the electrical plant for a thermal power station under construction at Ptolemais, Greece.

The value of the order is estimated at $6 million.

Development of Caribbean area industry urged; Government inducements cited

Trinidad and Tobago Industrial Development Investment Mission plans visit to New York to meet U.S. investors

The Trinidad and Tobago Industrial Development Corporation Investment Mission (IDC) will be in New York from September 23 to October 4 to meet with prospective investors interested in the growing local and broader Caribbean markets.

Trinidad and Tobago welcome any new industries as evidenced by the many special concessions accorded by the Government—including accelerated depreciation allowances, duty-free imports of plant and equipment, exemption from income taxes for a 5-year period and repatriation of capital and profits.

The IDC serves as the single channel through which investors can deal with all agencies of the Government. It is also prepared to make available to investors such economic and other data as may relate to the industries which interest U.S. investors.

Openings cited

Attractive investment opportunities are said to exist in the following fields:

1. Steel smelting
2. Steel rerolling
3. Welded pipe
4. Refrigerators and air conditioners
5. Metal office furniture
6. Radio, television and electronic equipment
7. Paper, pulp and building board produced from bagasse
8. Synthetic resins and petrochemicals
9. Boots and shoes
10. Bathroom supplies and equipment
11. Builders' hardware
12. Outer and undergarments
13. Multiwall paper bags
14. Heavy fuel
15. Assembly of typewriters and office machines
16. Assembly of sewing machines
17. Tires and tubes
18. Coffee and cocoa products

U.S. investment is also being sought by 2 established hotels in Trinidad-Tobago, according to reports.

U.S. investors interested in additional data on investment opportunities in Trinidad-Tobago and who wish to meet with the IDC Mission in New York should make arrangements with Development Counsellors International, 20 East 46th St., New York, N.Y.

Hotel site, possibly with stores, available in Kenya

The Government of Kenya invites tenders in terms of proposals for development of 3 specific plots in the center of Nairobi. One of these plots calls specifically for the construction of a hotel with possibly stores on the first and second floors. Tenders close on September 25, 1963.

Interested firms should write now to The Commissioner of Lands, Department of Lands, Nairobi, Kenya. For additional details write Office of International Investment, File 1-7011-4(G), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Businessmen in Latin America look for help

Industrial and food product manufacture sought through joint ventures, licensing

Four Latin American business groups are looking for joint ventures, capital, equipment or licensing arrangements with U.S. businessmen in order to initiate or expand manufacturing operations.

Automobile parts. A newly-established Colombian manufacturer of spark plugs and voltage regulators is seeking U.S. capital and equipment for expansion purposes.

The firm's future expansion plans call for the assembly of ignition coils, condensers, platinum points, horns, generators, armatures and starters.

U.S. capital required for the proposed assembly operations is estimated at $200,000. An additional $100,000 working capital is also being sought. Electric Autolite of Toledo currently has a 31% equity in the Colombian firm.

Write to Prestolite de Colombia S.A., Carretera Avianca, Barranquilla, Colombia.

Bitters. A Venezuelan exporter of tobacco, sugar, shrimp and other products wants to manufacture bitters on a joint-venture basis, using locally available raw materials as well as an old and exclusive formula owned by the firm.

Write Exportadora Terramar S.N.C., Oficina 62, Edificio Lucerna, Avenida Miranda, Chacao, Caracas, Venezuela.

Potato starch. A well-known Colombian businessman proposes a joint venture to manufacture potato starch. U.S. machinery and technical assistance are particularly being sought for the establishment of this plant.

Write Dr. Alberto Vasquez Lalinde, Aptdo. Aereo 992, Medellin, Colombia.

Pumps, lift trucks. A 2-year old Colombian firm that manufactures centrifugal pumps (85% of sales) and hydraulic lift trucks wishes to diversify its operations through licensing arrangements or a joint-venture.

The firm manufactures some of its products under U.S. and British licenses. It is reported that the company, which employs 60 persons and did $100,00 worth of business in 1962, needs a U.S. plant manager or consultant for a period of 1 to 2 years.

Write Hidromac Colombia S.A., Calle 79, No. 75-296, Barranquilla, Colombia.

Building firm in Liberia offered U.S. investors

A Liberian building firm, incorporated in 1960, is being offered for sale to U.S. investors. The asking price is $200,000 with $50,000 payable in cash and the remainder payable over a 5-year period at 5% interest.

The firm's assets consist of fully equipped tool, mechanic and carpentry shops, a warehouse, office building and furniture, 11 vehicles and $20,000 worth of varied materials. The site of the construction firm consists of 2 acres which are leased at $1,500 a year.

Write to Liberian Building Corporation, P.O. Box 172, Monrovia, Liberia.

Thai flat glass venture opens

Firm director schedules trip to East Coast to discuss project

A Thai company, established to develop a flat glass industry, is interested in locating a joint-venture partner in the U.S.

An American firm of engineers has already made preliminary surveys of proposed factory sites and has reported favorably on 2 available locations.

The U.S. joint-venture partner would be granted a 40% equity in the firm and should be prepared to assist in design supervision, establishment of administrative procedures and furnishing of technicians and engineers in the initial operation of the factory.

To visit U.S.

An executive director of the Thai firm is scheduled to visit the U.S. Sept. 18-Oct. 7 and would be available in New York and Washington to discuss the venture with interested parties.

For further details and a possible appointment with the Executive Director write to Bureau of International Commerce, Office of International Investment, File 3-3211-1-IRD(B), U.S. Department of Commerce, Washington, D.C. 20230.

British, Spanish firms seek U.S. capital and know-how

These European firms are interested in American capital and technical know-how to manufacture blowers and exhaust fans, process chestnuts and walnuts, and to produce packaging and other special purpose machinery.

Blowers, exhaust fans. An English manufacturer of axial and radial flow fans seeks license to produce blowers and exhaust fans to widen its range of products. Aerex Ltd., Cavendish Building, 220/238 W. Street, Sheffield 1.

Nut processing. Spanish processor and exporter of chestnuts and walnuts seeks technical assistance for the preparation, selection, and packaging of these nuts and for commercial production systems. It is also interested in assistance in the form of equipment, capital and patents. Direct participation in the management of the firm is offered. Cuevas y. Cia., S.L., Apartado 91, Orense.

Packaging machinery. Joint venture or licensing arrangements for the production or packaging and other special purpose machinery are sought by a British manufacturer of precision engineering equipment including jigs, fixtures, press tools of varying sizes, and large special purpose machines for all industries. Leytonstone Jig & Tool Co. Ltd., Leytool Works, High Road, Leyton, London E.10.

Pakistan firm proposes radio assembly venture

An importer of medicines and radios seeks U.S. technical assistance for establishment of a radio-assembly plant on a joint-venture basis.

The Pakistani firm can provide land and $80,000 as its contribution toward establishment of such a facility.

Write S. Abdul Rahman & Sons, P.O. Box 99, Station Road, Chittagong, Pakistan.

3 new products are available

U.S. firms offered licenses on floorings, roof bolt

U.S. licensees are sought by English and Swedish manufacturers to produce their epoxy resin and plastic industrial flooring materials and an improved roof bolt.

Additional information on these opportunities is available from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the appropriate file number.

A British manufacturer offers a license for the U.S. production of its epoxy resin and plastic industrial flooring materials. (1) The epoxy resin flooring is said to be without equal for strength and impact resistance, and is claimed to be very tough, abrasion-resistant and easily maintained. It is easily applied by trowel on a variety of surfaces and comes in 5 colors—blue, red, green, gray and cream. (2) The jointless vinyl flooring for factories, warehouses, hospitals, schools and kitchens is applied by spraying to any structurally sound subfloor to produce a durable, hygienic, resilient and economical floor covering. Available in a variety of colors, it is unaffected by alkaline solutions, dilute acids, oils, fats or grease, and has a high abrasion resistance. **File 1161.**

An American licensee is sought for the production of an improved roof bolt. This U.S. patented bolt is designed for machine tool installation, construction and roof bolting in mines. **File 1162.**

U.S. firms offered licenses for prefab bathroom, presser

Additional information on the products offered for U.S. production by the following 2 French manufacturers is available on a loan basis from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230.

A French firm specializing in developing new bathroom equipment seeks an American licensee to manufacture a plastic (polyester) prefabricated bathroom. The unit measures approximately 42 by 51 inches, is 41 inches high, and weighs 121 lb. The firm claims it can be installed in 2 hours by 2 unskilled workers. **File 1159.**

A license is also offered for production of a small steam pressing apparatus of original design which is patented in the U.S. The French licensor specializes in the manufacture of mechanical and electrical household appliances. **File 1160.**

Iraqi razor blade firms seek technical know-how

Two separately owned and operated Iraqi razor-blade plants are seeking U.S. technical and managerial know-how in an effort to improve their position in the domestic market. Capacity of each plant is estimated at over 100,000 blades per day per 8-hour shift. Both plants are equipped with West German machinery.

It is also reported that when these plants can produce blades which will meet the high standard of quality demanded by local users, the Government will provide complete protection against foreign competition.

Write to Associated Industries Co., and/or Wire Products and Razor Blade Co., both of Baghdad.

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Costa Rica invites bids for highway construction

The Government of Costa Rica has initiated a long range Plan Vial Program of highway improvement and new construction, partially financed by the World Bank and the International Development Association.

Contract work for $11 million will be advertised for bids over a period of 3 years. Individual contracts will range in size from $250,000 to $1 million. Three to five project bids will normally be advertised together to permit contractors to bid on a sizeable amount of work.

Firms are invited to bid on the following projects:

Bid invitation 8728—Alajuela-Carrizal Highway (Project No. PV-25-125-R).

Bid invitation 8727—Desamparados-Acosta Highway (Project No. PV-8-4-2R).

Bid invitation 8482—Radial-Zapote Highway (Project No. PV-56-R2-C).

Plans and bid documents for the first two projects can be obtained until Sept. 27; bid opening for these two projects will be on Oct. 4. For the third project, plans and bid documents can be obtained until Oct. 25; bid opening will be on Nov. 1.

Plans and bid documents may be purchased for 500 Costa Rican colones (approximately $75) each from the Señor Proveedor Nacional, Departamento de Licitaciones Públicas, Ministerio de Ecomomía y Hacienda, San José, Costa Rica.

Copies of the three bid invitations are available on loan to firms located in the U.S. from the Building Materials and Construction Industries Division, Room 4002, BDSA, Department of Commerce, Washington, D.C., 20230. (WO 7-5255).

Iraq power station needs communications instruments

The Republic of Iraq invites tenders for the supply, delivery and installation of instruments and telecommunications equipment under contract No. 5/3/19.

The equipment includes a private automatic branch telephone exchange, a signalling staff locator and fire alarm system, a closed circuit television system, a cable distribution network, a closed clock circuit for synchronized timing, and testing instruments.

Tenders must be submitted by October 31 to the Ministry of Industry, Director General of Industrial Design and Construction, Republic of Iraq, Baghdad, Iraq.

A copy of specifications and conditions is available on loan to firms located in the U.S. from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4823.)

Colombia extends bid deadline

The deadline for submitting bids for supply of pumps and related equipment to Planta Colombiana de Soda Bogata, Colombia, has been extended from September 16 to September 30. (INTERNATIONAL COMMERCE, August 26, p. 46.)

Mexico plans to purchase turbine irrigation pumps

The Mexican Government requests companies interested in bidding on 50 vertical turbine type pumps for deep wells to contact the Directorate of Small Irrigation of the Secretariat of Hydraulic Resources, 7th fl., Paseo de la Reforma 69, Mexico City, Mexico.

Upon registration, the firms will receive the following: information regarding the pumping installations; requirements to be met in order to compete; folder of data sheets that must be filled in with information relating to the economic strength, technical ability, experience and legal status of the company.

The specifications of the wells in which this equipment is to be installed are: depth—50 meters; dia. of the well casing—356 mm. (14 in.); dropdown level—28 meters; average capacity—100 liters per sec. (1590 gal. per min.).

The notice invites companies of countries belonging to the Interamerican Development Bank to register within one month after publication of the notice, which was issued on August 21.

Telephone wires wanted by Colombian supply depot

The Boyaca Supply Depot, Colombia, invites price quotations and terms of payment on 55,125 lb. of steel-copper No. 12 a.w.g. telephone wire and 33,075 lb. of steel-copper No. 10 a.w.g. telephone wire.

Both copper coatings are equivalent to 40 percent of weight.

Interested bidders may send offers immediately by telegram or air mail to Almacen General de Provisiones de Boyaca, Tunja, Colombia.

South Africa offers oxygen plant tender

The Manager, Commercial Dept., South African Iron and Steel Industrial Corp., Ltd., P.O. box 450, Pretoria, South Africa, offers tender No. P817 with a bid deadline of October 30 for an oxygen plant.

The plant should be capable of producing 105 short tons per 24-hr. day of pure oxygen, at 99.5 percent purity, and complete with electrical and ancillary equipment.

The tender is invited for the design, manufacture, supply, delivery, off-loading, handling, erection, testing, and handing-over of the plant in satisfactory operating condition and maintenance.

The tender may be purchased from the above address for a deposit of $70.00 which will be refunded upon receipt of a bona fide tender. The weight of the documents is estimated at 7 lb. Second class airmail for 7 lb. to the U.S. is approx. $32.00, and air freight to New York for the same weight is about $15.00.

Hydrogen producing plant requested by Australia

The State Electricity Commission of Victoria has invited bids for an automatic hydrogen producing plant of 500 cubic feet per hour capacity at N.T.P.

The work, under tender 63-64/82, includes the design, manufacture, assembly, testing and surface treatment at contractor's premises plus the supply, delivery, erection, painting, testing, adjusting, putting into service and maintenance at Hazelwood Power Station. Bid deadline is Nov. 18.

Some of the equipment required is an electrolyser, complete with auxiliary demineralized water and lye tanks and accessory equipment; rectifier and transformer; l. p. gasometers for hydrogen and oxygen; duplicate compressors for hydrogen and oxygen; two medium pressure hydrogen storage vessels each of 20,000 cubic feet capacity at N.T.P.; high pressure filling station for 2,000 cubic feet capacity hydrogen cylinders; centralized control panel; high pressure manifold system for filling oxygen cylinders; two vacuum pumps; pipework, and valves for evacuating hydrogen cylinders and auxiliary equipment.

The Commission is located at 22-32 William St., Melbourne C.1, Victoria.

A copy of the tender is available on a short loan basis to U.S. firms located in the United States from the General Industrial Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (WO 7-5589).

1964 petroleum tenders announced by UAR

The Egyptian General Petroleum Corp. is presently calling for tenders on their 1964 crude imports and product exports.

According to the announcement, the UAR will import 4 million mt. of crude in 1964 with top preference going to the supplier who either offers topped crude or an arrangement to buy back the gasoline produced from the straight crude.

For export, the UAR is offering 1.5 million mt. of Belayin Land crude, 200,000 mt. of straight run gasoline, 150,000 mt. of 90-100 octane gasoline, 100,000 mt. of 70-72 octane gasoline.

In addition, 20,000 mt. of liquified propane, 30,000 mt. of liquified butane, and 500,000 mt. of Bunker "O" fuel oil are included in the petroleum products offered for export.

Construction equipment needed to rebuild Skopje, Yugoslavia

Within a short time, Yugoslavian construction firms will be in the market for about $4 million worth of construction equipment specifically intended for the rebuilding of Skopje.

The importer for this equipment, Automakedonija, Skopje, has announced that favorable credit terms will be the major factor in determining where the orders will be placed.

A list of the required equipment is available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674.)

Bids sought in Burma for fertilizer plant

Burma seeks bids for a semi-turn-key contract for a complete urea fertilizer factory.

The Mineral Fertilizer Plants Implementation Committee, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., in Rangoon, issued the call for bids under tender 1709/1725 Da Ma-Ta (9) 63. Deadline is Jan. 31, 1964.

The project includes the supply, erection and installation at the site of all machinery and equipment for the factory, and providing a 7-year guarantee of performance of the complete factory operating 24 hours a day.

The urea fertilizer factory should consist of:

- One ammonia plant with an annual capacity of 40,000 metric tons of anhydrous ammonia using natural gas for raw material.
- One urea plant to convert ammonia into urea fertilizer (prilled from packed in plastic bags).
- One power station to be run on natural gas.
- Necessary auxiliary facilities.

Copies of the tender are available for $10.50 from the Embassy of the Union of Burma, 2300 S St., NW., Washington, D.C.

Electrically-driven pumps needed for Singapore

Tenders will be invited this month for the supply and delivery of electrically driven pumps and ancillary equipment to replace existing steam driven units at the King's Dock, Singapore.

The principal requirements will consist of: a) Two (alternatively four) dewatering pumps having a combined capacity of 3,600,000 cu. ft. in three hrs.; b) two 2,500 g.p.h. drainage pumps; c) two 75 g.p.h. seepage pumps; d) water ring or other approved priming exhausters for items (a) and (b); e) electro-hydraulic discharge sluice valves and electrically-operated suction sluice valves; f) interconnecting pipework to suit existing ducts; and g) motor starters and distribution switchgear.

Interested pump manufacturers can obtain a copy of the tender by submitting their names and evidence of experience to Sir Bruce White, Wolfe Barry & Partners, Consulting Engineers, 1, Lygon Pl., Westminster, London, SW. 1, England. Applications should bear the reference "King's Dock Pumps, F5364."

Supermarket food promotion planned in Philippines

The new Makati Supermart, Makati, Rizal, P.I., is planning a sales promotion by setting aside one day for the U.S. during United Nations Week which begins October 24. Other countries are also being invited to participate. For this day Mr. John NG, the Managing Shareholder, is interested in hearing from U.S. producers of frozen foods, such as precut meats, chicken parts, brown and serve sausages, complete dinners, Chinese dishes, fish sticks, fillets of all types of fish, brown and serve breads and cakes, pre-baked cakes, fried onions, juices and ades of all types other than orange, waffles, and any new frozen food presentation.

As consignee, Mr. NG may import samples duty-free in noncommercial quantities. Complete shipping documents including consular invoice which should stipulate that shipment is a sample shipment should be airmailed to the consignee.

Frozen food processors may contact Mr. NG at Makati Supermarket Corp., Makati Commercial Center, Ayala Ave., Makati, Rizal.

New Zealand asks tenders for power station supplies

The Electricity Department of the Dunedin City Corp., New Zealand, asks for bids for the supply and delivery of equipment for the Waipori Hydro-Electric Power Station No. 2A.

Included under contract No. 650 are: one 15 mw. at 0.8 p.f. turbo generator set or one 18 mw. at 0.9 p.f. turbo generator set, min. net head 639 ft.; one-three phase, 50 cycle 11/110 kv. transformer; 9 panel 6.6 kv. switchboard; 110 kv. circuit breaker, 110 kv. lighting arrestors, other auxiliary equipment.

The bid dealine is February 7, 1964.

Bids should be addressed to the Town Clerk's Office, P.O. box 5045, Dunedin, New Zealand.

A copy of contract conditions and specifications is available, for review only, from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Sudan Railways seeks recording motor car

The Controller of Stores, Sudan Railways, Athara, Sudan, has issued worldwide tender under contract No. 2866 calling for sealed bids on one railway track recording diesel-powered motor car, 3′ 6″ gauge. The closing date for bids is October 16.

Tender document may be obtained by firms located in the U.S. from Transportation Equipment Division, Rm. 4320, BDSA., Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4816.)

Colombia wants spare parts for lighting of airports

Bid invitations have been issued by the Colombian Airports Authority covering a total of 245 items of spare parts for communications and airport lighting equipment.

Among the items listed are various quantities of relays, microphones, tube sockets, connectors, transformers, meters, capacitors, selenium rectifiers, loud speakers, insulators and cables.

Sealed bids must be submitted to the Empresa Colombiana de Aerodromos, Office of the Assistant Manager, Eldorado Airport, Bogotá, D.E. Colombia before 5 p.m., Oct. 7.

Copies of the tender are available on loan to firms in the United States from the Electronics Division, BDSA, Room 4117, Department of Commerce, Washington, D.C., 20230 (telephone: WO 7-2328).

Mobile radio equipment sought by Iraqi board

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 23 1963 for the supply of one base station, 10 mobile (vehicular) units and 10 motorcycle radio transceivers for the Directorate of Police.

The equipment will operate in the frequency range of 70-80 MC, capable of 6-channel operation. The base stations shall have a power output of at least 250 watts, the vehicular units, an output of 50 watts, and the motorcycle units an output of 10 watts, of transistorized design.

The closing date for this tender is October 13. Terms and specifications may be obtained, from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of two dinars ($5.60) plus $.70 to cover air mailing to the U.S.

A copy of the tender is available on loan to firms located in the U.S. from the Electronics Division, BDSA, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 967-4036).

India extends deadline on refractory plant bids

The Director of the U. P. Government Cement Factory, Churk, Mirzapur, Uttar Pradesh, India, has announced an extension of the bid deadline from October 15 to November 30 on tender No. Refractory Project: No. F.B.-1 of 1963 for the supply of plant and equipment to manufacture 36,000 tons per yr. of refractories and refractory mortars (INTERNATIONAL COMMERCE, August 12, p. 20).

Tender documents in quadruplicate including terms and conditions of supply, specifications, site plans, are obtainable for $63.00 from the Director of the Cement Factory up to September 30.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.C. Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589.)

UAR organization asks bids for synthetic resin plant

Bids have been invited by the United Arab Republic for installation of a plant to produce urea formaldehyde and phenol formaldehyde resins, as well as phenol formaldehyde and urea formaldehyde moulding powders.

The General Organization for Executing the 5-Year Industrial Plan, 6 Khalil St., Garden City, Cairo, issued the tender for the project.

The given capacity is 18 tons per 24-hour day of urea-formaldehyde and/or phenol formaldehyde on a dry basis, equivalent to 5940 tons a year of 330 working days. Three production lines preferred.

Bid deadline is Nov. 10. A copy of the tender is available on a short loan basis to U.S. firms located in the United States from the GIEC Division, Room 4022, BDSA, Department of Commerce, Washington, D.C. 20230. (WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farm Products

PORTUGAL—Corn, soybeans, groundnuts, sesame seeds and flax seeds. Jose Cabrita Matias, (importer, exporter, agent), 51-7° Fr. Rua do Carmo, Lisbon 2. WTD 8/2/63.

011 Field Crop Farms

VENEZUELA—Grains. Direct purchase and agency. Representaciones Norma, C.A., (sales agent), Edificio Macarisagua, Avenida Baralt, Quinta Crespo, Caracas. WTD 7/10/63.

012 Fruit, Tree Nut, Vegetable Farms

NETHERLANDS—California lemons, grapefruit, oranges. Commission agency. Algemene Vruchten Import Maatschappij N.V., (importer, exporter), Walenburgerweg 53, Rotterdam-4. WTD 8/20/63.

VENEZUELA—Fresh fruits. Direct purchase and agency. Representaciones Norma, C.A., (sales agent), Edificio Macarisagua Avenida Baralt, Quinta Crespo, Caracas. WTD 7/10/63.

091 Fisheries

JAPAN—Fresh water shells commonly known as Pig Toe Shells, suitable for making kernels of cultured pearls. Yagi Tsusho Kaisha, Ltd., (importer, distributor, exporter), 52 Kitahama 3-chome, Higashi Ku, Osaka. WTD 8/15/62.

106 Ferroalloy Ores

VENEZUELA—Cobalt for manufacture of plumbing fixtures. Direct purchase and agency. Representaciones Lieven, C.A., (sales agent), Edificio Monaco, Apt. 53-G, Avenida San Felipe, La Castellana, Caracas. WTD 11/15/62.

145 Clay, Ceramic, Refractory Minerals

VENEZUELA—China clay and feldspar for manufacturing plumbing fixtures. Direct purchase and agency. Representaciones Lieven, C.A., (sales agent), Edificio Monaco, Apt. 53-G, Avenida San Felipe, La Castellana, Caracas. WTD 11/15/62.

193 Tanks, Tank Components

GERMANY—Tank automotive and ordnance equipment, particularly track shoe assembly and component parts for: tank, combat, full tracked, 90/mm. gun, M47—90/mm. gun, M48A2—105/mm. gun, M60; carrier, personnel, full tracked, armored, M113. Automotive Parts Service, August G. Durian, (importer, wholesaler), 52 Gerwigstrasse, Karlsruhe/Baden. WTD 1/17/62.

195 Small Arms

SWEDEN—BB guns; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

200 Food

DAHOMEY—Canned foods: sardines, whole chickens, tomatoes; rice; desires samples. Bancoy'de Africa Marchante, (importer, retail dealer in general merchandise), Boite Postale 523, Cotonou. WTD 8/16/63.

IRAQ—Coffee, baking powder, cake mixes. Direct purchase and agency. Baghdad General Supply Stores, (importer, wholesaler, retailer, agent), P.O. box 123, Sa'doun St., Baghdad. WTD 9/4/62.

SOUTH AFRICA—Raw materials for the baking, confectionery industries. Direct purchase and agency. W. Gygax, (Pty.), Ltd., (importer, packer, distributor), P.O. box 4842, Cape Town.

VENEZUELA—Foodstuffs, liquors for large chain of supermarkets; requests replies in Spanish. Comercial Importadora Nacional, S.A.—"Coinsa," (wholesaler), Av. 2 Cruce Calle 89, Apartado 26, Maracaibo. WTD 7/18/63.

201 Meat Products

GERMANY—Canned and/or frozen poultry, various types. Direct purchase and agency. Mannheimer Gefluegel-Import GmbH, (importer), L 9, 5, 68 Mannheim/Baden.

Liquid or frozen egg products, related items. Direct purchase and agency. Rheinei GmbH, (importer), L 9, 5, 68 Mannheim/Baden.

ITALY—Eggs from best U.S. breeds of chickens for incubation purposes. Direct purchase and agency. Ditta Rizieri Melani, (dealer), Castelfranco di Sotto (Pisa). WTD 8/9/63.

PORTUGAL—Animal fats and greases. Jose Cabrita Matias, (importer, exporter, agent), 51-7° Fr. Rua do Carmo, Lisbon 2. WTD 8/2/63.

202 Dairy Products

BELGIUM—Egg products, including dried hen egg yolk spray, whole egg spray, hen albumen crystals, spraypowder, liquid yolks. Handelsmaatschappij Pelger Pvba, (importer, exporter, wholesaler), 6 Consciencestraat, Antwerp. WTD 2/20/63.

203 Canning, Preserving Foods

FRANCE—Canned foodstuffs, such as vegetables, fish, fruit juices; dried fruits, such as prunes; prefers U.S. specialties; requests replies in French. Le Semeur, (manufacturer), 71 rue du Faubourg Saint-Martin, Paris 10e.

KUWAIT—Canned fruits, juices. A. H. Mazidi & Co., (contractor and trader), P.O. box 228, Kuwait. WTD 12/13/62.

204 Grain Mill Products

PORTUGAL—Wheat. Direct purchase or commission agency. Jose Cabrita Matias, (importer, exporter, agent), 51-7° Fr. Rua do Carmo, Lisbon 2. WTD 8/2/63.

220 Textile Mill Products

ENGLAND—Specialty rayon, synthetic fiber piece goods; knitted and foamback piece goods, for the manufacture of ladies' clothing. Direct purchase and agency. T. I. Stevens,

Ltd., (importer, wholesaler, commission merchant), 4 Upper James St., London, W.1. WTD 6/6/63.

GERMANY—Cotton and synthetic fiber knitted fabrics, printed and colored, for men's and boys' shirts, men's nightwear and ladies' blouses. Nicoline Manfred Greiling (manufacturer), 11-19 Lange Roetterstrasse, 68 Mannheim/Baden. WTD 7/25/63.

Fabrics for men's shirts, pajamas. Direct purchase and agency. Viktor Ackel, (manufacturer, wholesaler, exporter, agent), 74 Tuebingen/Neckar, P.O. box 145. WTD 10/11/62.

KUWAIT—Cotton, woolen, manmade fiber, other types of textiles. A. H. Mazidi & Co., (contractor, trader), P.O. box 228, Kuwait. WTD 12/13/62.

NORWAY—Fabrics for the production of garden furniture, awnings, hammocks, parasols, particularly plastic coated fabrics; sample available on loan basis from trade opportunities staff, BDSA-111, Department of Commerce, Washington, D.C. 20230, (Telephone: WO 7-4674). S.J. Bennetter, (manufacturer), Rosenkrantzgt. 24, Oslo. WTD 8/26/63.

TRINIDAD—Khaki and colored drill suitings; gents' sport shirt materials; ladies' dress materials. Importers, manufacturers' representative and general commission agents request replies from manufacturers only. Direct purchase and agency. Global Mercantile Agencies, 6 Henry St., Port of Spain. WTD 8/23/63.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Cotton cellular white shirting, 150,000 yd.; cotton cellular dyed shirting, 150,000 yd. Tender No. 106SNI63, bid deadline September 30. Cotton printed voile, 200,000 yd.; cotton fancy voile, 400,000 yd.; cotton full voile, 180,000 yd.; cotton dyed mercerized voile, 100,000 yd. Tender No. 107SNI63, bid deadline October 3. Cotton white permanent organdy, 100,000 yd.; cotton bleached and dyed gabardine, 2,500 yd.; cotton printed curtain cloth, 30,000 yd. Tender No. 108NSI63, bid deadline October 5. Cotton plain dyed satin, 40,000 yd.; cotton printed sateen, 80,000 yd.; cotton black sateen, 120,000 yd. Tender No. 109SNI63, bid deadline October 8. Cotton panama coating, 150,000 yd.; cotton jacquard coating, 100,000 yd.; cotton twill satin coating, 100,000 yd. Tender No. 111SNI63, bid deadline November 15. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

NORTHERN IRELAND—Cotton canvas tarpaulin 15 oz. and 18 oz. for marine use; ship chandler and general merchant requests price quotations cif Belfast on 10,000 sq. yd. lots. J. McCready & Co., Ltd., 41 Donegall Quay, Belfast, 1. WTD 8/26/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

JORDAN—Solid color and printed taffetas 36"-41"; solid color and printed nylon; dyed and printed nylon taffetas. Asia Trading Co., (importer, commission agent), P.O. box 325, Amman.

223 Broad Woven Fabric Mills, Wool

● **BURMA**—Woolen blazer cloth, 12,000 yd.; woolen piece goods, 12,000 yd.; woolen tropical suiting (worsted), 13,000 yd.; woolen fancy suiting (worsted), 11,000 yd. Tender No. 110SNI63, bid deadline September 21. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

TRINIDAD—Mixtured polyester fiber/wool suitings; importers, manufacturers' representative and general commission agents request replies from manufacturers only. Direct purchase and agency. Global Mercantile Agencies, 6 Henry St., Port of Spain. WTD 8/23/63.

224 Narrow Fabrics, Other Smallwares Mills

FRANCE—Shoe laces, ordinary and ski types. Ets. Cousin Freres, (manufacturer, dealer), 8 rue Abbe Bonpain, Wervicq-Sud (Nord). WTD 8/14/63.

228 Yarn, Thread Mills, Products

ECUADOR—Nylon yarn in quantities for industrial production. Compania Agro-Quimica Industrial, S.A., (importer), P.O. box 926 or V.M. Rendon No. 430, Quayaquil. WTD 6/25/63.

FRANCE—Nylon yarn for the textile and shoe industries; nylon thread for fishing. Ets. Cousin Freres, (manufacturer, dealer), 8 rue Abbe Bonpain, Wervicq-Sud (Nord). WTD 8/14/63.

GERMANY—Rayon yarn and yarns of other synthetic fibers. Feinweberei Engels & Co., GmbH, (manufacturer), 17-21 Feldstrasse, 407 Rheydt. WTD 8/13/63.

229 Textile Goods

FRANCE—Thermo-welded flexible and waterproof packaging materials, such as plastic covered textiles; requests replies in French. Direct purchase and agency. Societe d'Etudes & d'Exploitations Techniques, (manufacturer), 53 Avenue Raymond Poincare, Margny-les-Compiegne (Oise).

PAKISTAN—Lacquered plastic tape for trimming tennis rackets. Ali Trading Co., Ltd., (manufacturer), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 7/19/63.

VENEZUELA—Plastic materials for use in auto upholstery work; requests replies in Spanish. Direct purchase and agency. Auto-Tapiceria Elemar, (auto upholstery shop), Edificio Primavera, Local A., Avenida Fuerzas Armadas, Caracas. WTD 7/9/63.

230 Apparel

FRANCE—Work and sports garments for men and women, including nylon overalls and shirts; requests replies in French. Direct purchase and agency. Linne Desmaziere & Cie., (manufacturer), rue Kleber, Houplines (Nord). WTD 8/13/63.

233 Women's, Misses', Juniors' Outerwear

DAHOMEY—Cotton print material in variety of colorful designs, desires samples; top quality silk head scarves. Bancoy'de Africa Marchante, (importer, retail dealer in general merchandise), Boite Postale 523, Cotonou. WTD 8/16/63.

FRANCE—Ladies' blouses; requests replies in French. Direct purchase and agency. Etablissements Freka, (manufacturer), 93/95 rue Dedieu, Villeurbanne (Rhone). WTD 7/10/63.

239 Fabricated Textile Products

FRANCE—Baby carriers: over-the shoulders; requests replies in French. Direct purchase and agency. Societe des Traitements Industriels du Textile—S.T.I.T., (manufacturer), Boulevard de la Valla, Chateauroux (Indre). WTD 8/12/63.

241 Logging Camp Products

ICELAND—Timber. Direct purchase and agency. Asbjorn Olafsson, (importer, wholesaler, commission merchant), P.O. box 886 or 2A Grettisgata, Reykjavik. WTD 8/8/63.

243 Prefabricated Structural Wood Products

FRANCE—Modern wooden structural mechanisms for tents, awnings, and blinds. Etablissements P. Marche-Roche, (manufacturer), 165 Avenue de Saxe, Lyon. WTD 8/20/63.

GERMANY—Prefabricated houses, prefabricated panels and sections for prefabricated and demountable buildings. Direct purchase and agency. Felix Godemann, (real estate broker), 25 Eisenlohrstrasse, 75 Karlsruhe/Baden. WTD 4/25/63.

249 Wood Products

JAPAN—Walnut wood gunstock blanks for rifles and shotguns. Kyowa Boeki Bussan, Ltd., (trading company), 866 Kami 1-chome, Higashi-Ozone, Kita-ku, Nagoya. WTD August 1963.

PAKISTAN—Cork sheets. Direct purchase and agency. Basharat Sons, (importing distributor and commission merchant), Naqi St., Nila Gumbad, Lahore 2. WTD 8/8/63.

SWEDEN—Hickory handles for cutlery; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

251 Household Furniture

PHILIPPINES—Aluminum folding chairs and accessories, knocked-down, to be assembled and marketed in Philippines; exclusive distributorship. A. L. Climaco Industries, Inc., (retailer), 240 Magallanes St., Cebu City. WTD 9/4/62.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

AUSTRALIA—Prefabricated partitioning for use in building construction. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), 180 Queen St., Brisbane, Queensland. WTD 9/19/63.

259 Furniture, Fixtures

GERMANY—Parts for venetian blinds. Direct purchase and agency. Jalousie—GmbH, (manufacturer), Rademacher & Kinzler, 20 Grundweg, 7411 Reutlingen-Sondelfingen/Wuertt. WTD 8/19/63.

262 Paper Mills

● **EL SALVADOR**—White bond paper: 620 reams, 74 gr. per sq. m., size 30" x 40", in quality per specification; tender No. 156(63). 620 reams, 60 gr. per sq. m., size 30" x 40", in quality per specification; tender No. 157(63). Bid deadline for both tenders September 26. Proveeduria General de la Republica, Avenida Espano No. 613, San Salvador.★ (Telephone: WOrth 7-3003).

● Duplicator paper: 600 reams, white, 74 gr. per sq. m., size 30" x 40" in quality per specification. Tender No. 158(63), bid deadline September 28. Proveeduria General de la Repub-

lica, Avenida Espano No. 613, San Salvador.★ (Telephone: WOrth 7-3003).

■ **MOROCCO** — Kraftliner, waterfinish, in large reels, approx. 220,000 lb. Basic wgt. 250 g/m², caliper 0.114, bursting strength 9.7 kg/cm². Elmendorf tear index, grain direction 420, cross direction 500. PA No. 608-591-898-256-2222. Limited worldwide (901). Delivery desired by September-October. Quotation deadline September 23. C&f Kenitra. Only airmailed offers accompanied by samples and supplier's analysis report will be accepted; cable quotations not acceptable. Compagnie Marocaine des Cartons et Papiers, B.P. 94, Kenitra. A copy of the quotation should be forwarded to U.S. AID Mission, c/o American Embassy, Rabat, Morocco, Attn: Supply Adviser; also a copy to Ministere du Commerce, Direction du Commerce, Rabat. SBC-346.

264 Converted Paper, Paperboard Products

FRANCE—Thermo-welded flexible and waterproof packaging materials, such as paper sheet; requests replies in French. Direct purchase and agency. Societe d'Etudes & d'Exploitations Techniques, (manufacturer), 53 Avenue Raymond Poincare, Margny-les-Compiegne (Oise).

273 Books

FRANCE—Art books. Direct purchase and agency. F. De Nobele, (editor), 35 rue Bonaparte, Paris 6. WTD 8/9/63.

Books, all kinds. Direct purchase and agency. Nouveau Quartier Latin, (importer, dealer), 78 Boulevard Saint Michel, Paris 6e. WTD 8/13/63.

Books on sub-Sahara Africa. Presence Africaine, (publishers of reviews), 42 rue Descartes, Paris 5. WTD 8/9/63.

GERMANY—New English language novels and nonfiction books; dictionaries—English, English-German and German-English—and pocket-book editions. Librairie Francaise, Erika Laaths, (retailer), 11 Liesegangstrasse, 4 Duesseldorf. WTD 8/15/63.

NETHERLANDS—All kinds of technical and scientific books from the U.S. Universiteitsboekhandel J. Ginsberg, (exporter, importer, retailer), 17 Kort Rapenburg, Leiden. WTD 8/27/63.

SOUTH AFRICA—Books of a technical nature. Technical Books, Pty., Ltd., (importing distributor), Faraday House, 40 St. George's St., Cape Town. WTD 8/15/63.

275 Commercial Printing

NORWAY—Playing cards. Borrehaug & Co., (publisher, importing wholesaler), Skippergt. 7, Oslo. WTD 8/28/63.

277 Greeting Card Manufacturing

NORWAY—Greeting cards, Xmas and other. Borrehaug & Co., (publisher, importing wholesaler), Skippergt. 7, Oslo. WTD 8/28/63.

280 Chemicals

ENGLAND—Essential oils, organic chemicals for perfumery and flavoring materials; prime materials, specialties. Joseph Peppo Levy, (manufacturer), 54 Amery Rd., Harrow, Middlesex.

GERMANY—Synthetic resin varnishes, butanol, butyl acetate, acetic ester, toluene, xylene. Dr. Hofmann & Co., Chemische Fabrik u. Lackfabrik, (manufacturer), 5994 Oberrahmede, Westf. WTD 8/21/63.

281 Industrial Chemicals

GERMANY—Phosphates for the detergents industry. Direct purchase and agency. Ernst Cramer & Co., (importer, exporter, agent, commission merchant), L 9, 5, 68 Mannheim/Baden.

■ **INDIA**—Caustic soda, to certain specifications, in new steel drums of uniform size and capacity, 12-15 thousand tons, fas/fob (stowed) port of exit, c&f/cif Indian ports. Loan 386-H-082. U.S. source. Quotation deadline Sept. 25. Ref. 62(1)/63-082/AID(1). Purchaser's No. STC/File No. STC/Chem/Alk-5(1)/63. State Trading Corp. of India, Ltd., Express Bldg., Mathura Rd., P.O. box 79, New Delhi 1. Cable, ESTICI, New Delhi★ SBC-350.

● **IRAQ**—Sulfuric acid, pure for batteries; hydrochloric acid (18°Be or 20°Be) commercial; antiseptic yeast; rust dissolvant; 70,000, 1,000, and 1,500 kg. and 100 gal. respectively. Tender No. EME/9/1963, bid deadline September 29. The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Terms and specifications available from the foregoing authority for $1.40 per copy.

ISRAEL—Titanium dioxyde; importer, wholesaler, manufacturers' representative requests prompt replies from manufacturers only with price quotations. Direct purchase and agency. "Florma" Florenthal & Matias, 17 Hamashbir St., Tel Aviv.

■ **PAKISTAN**—Chemical dyes, oremasine, various colors, alcian green, brenthol, blue, trivasol brown, acramine, various colors; ciba neutrine red, blue, caledon olive. Import license 233763. Quotation date Sept. 30. Kohinoor Textile Mills, Lyallpur, Project of Kohinoor Industries, Ltd., Lahore.

■ Red lead, pure dry, non-setting; litharge, powder canary yellow. Gernal grade, standard quality. C&f per long ton of 2240 lb.; IL#235001. $10,500. Quotation date Sept. 30. Rehman Automobile & Electric Works, Garden Town, Lahore. Cable, ROYALBATRY, Lahore.

Both the above for loan 391-H-066. U.S. source. SBC-349.

■ Borax, boric acid potassium carbonate and bichromate, soda ash, solonium, arsenic. $6,000. IL#223626.

■ Nembutal sodium, 25's, cecon solution, 20 ml., 500 each; di-paralene tablets, 25's, 189; pentothal sodium 0.5 amps. box of 25, 80; same but 1.0 amps.; selsun sulfide, 4 oz., 560; ureaphil, 40 cms., 288; erythrocin drops, 30 ml. 4,000; dayamineral drops, 10 ml., 2,000; Tral tablets, 50's, 300; norisodrine syrup with calcium iodide, 90 ml., 500. All Abbotts brand, North Chicago, Ill. IL#235694. Boots Pure Food Drug Co., Ltd., P.O. box 127, 5, Mall Mansions, The Mall, Lahore. Cable: DRUGBOOTS, Lahore.

Both above for Loan 391-H-066. U.S. source. Quotations desired by Sept. 30. SBC-351.

■ Dope for aviation gasoline and motor spirits, containing 61.42% by weight of pure tetraethyl lead, 100%, and 35.68% by weight of ethylene bromide, orange dye, content of 1.666 mg. per cc. of T.E.L. C&f. Approximately $15,000. Import license 344350. Pakistan Refinery, Ltd., Korangi Creek Rd., P.B. 4612, Karachi. Cable, REFPAKRY, Karachi. Quotation deadline Sept. 25.

■ Chemicals, such as boric acid, hycol, potassium bichromate, phenol, santax, pine tar oil; various pigments and dry colors, large quantities. Import license 342603. Andrew & Co., Pakistan, Ltd., No. 1, West Wharf Rd., Karachi. Cable, TRITON, Karachi. Deadline Sept. 27.★

■ Calsoline oil, calgon S, resist salt L, sodium acetate and nitrite, bleaching powder; caustic soda, binder P. Quantities, 5 cwts., 1 ton, 5 cwts., 2 tons each, 9 tons, 150 tons, 1 ton, respectively. IL#233764. Quotation date Sept. 30. Kohinoor Textile Mills, Lyallpur, Project of Kohinoor Industries, Ltd., Lahore.

All the above are for Loan No. 391-H-066. U.S. source. SBC-349.

■ **VIETNAM**—Acetaldehyde, ammonium carbonate, sulfuric acid, acetone, barium nitrate, bismuth nitrate, calcium carbide, cadmium carbonate, copper, ethyl alcohol, 79 items. PIO/C No. 430-AC-69-AB-9-30396. Limited worldwide (901). Bid deadline Sept. 27. Invitation No. 0962-07083. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications and conditions may be obtained from Embassy of Vietnam, 2251 R St., NW., Washington 8, D.C., Attn: Miss Thuy. SBC-348.

282 Synthetic Materials

BAHRAIN — Chemicals for manufacturing foam plastic sheets used in furniture cushions, mattresses, auto seats. Alawi Furniture Works, (importer, retailer), P.O. box 63, Bahrain.

ECUADOR—PVC resins in granules, 150,000 lb.; acrylic fiber; in quantities suitable for industrial production. Compañía Agro-Química Industrial, S. A., (importer), V. M. Rendón No. 430, P.O. box 926, Guayaquil. WTD 6/25/63.

ENGLAND—Reinforced plastics of highest possible stress and temperatures. Rolls Royce, Ltd., (manufacturer), Derby. WTD 9/16/62.

Plastic resins, polyethylene, polystyrene. Caplin and Co., (Plastics), Ltd., Factory 15, Third Ave., Denbigh Rd., Bletchley Buckinghamshire.

■ **PAKISTAN**—Oroglas V 920 packed in steel 300 lb. drums. Price 61¢ per lb., quantity, 5,000 lb., supplier: Messrs. Rohm & Haas Co., Philadelphia 5, Pa. Value $3,050. Polystyrene, packed per double paper bags, crystal 16¢ per lb., and opaque 18¢ per lb., opaque 12,850 lb. and transparent 3,300 lb., supplier: Messrs. International Chemicals Corp., 500 Fifth Ave., New York 36, N.Y. Ritesharp Pen Mfg. Co., P/9, SITE, Hyderabad, West. IL#355607.

■ Thermoplastic moulding compounds, $7,600. IL#238389. Elastoplasts Industries, 20 Shalimar Town, Lahore. Cable, ELPLASTS, Lahore.

Both the above for Loan 391-H-066. U.S. source. Bid quotation deadline Sept. 30. SBC-351.

■ **VIETNAM**—Polyamide resin for the extrusion of monofilaments, standard grade, 44,000 lb. To Hop Pham Heip Cong Ty, 114-A Tran-Quang-Khai, Saigon.

■ Polyethylene resin compound, 154,000 lb. To Hop My Le, 12 Nguyen-Thoi-Trung, Cholong.

Both the above limited worldwide (901), quotation deadline September 23. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. A copy of each offer is to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-346.

283 Drugs

GERMANY—Organic chemical intermediates for pharmaceutical and related industries; requests replies from manufacturers only in

German. Direct purchase and agency. Technochemie GmbH, (manufacturer), 1b Heiligenbergstr., 69 Heidelberg-Dossenheim.

Veterinary medicines, pharmaceutical preparations, mineral blocks. Direct purchase. Gebrueder Schaette K.G., (manufacturer), P.O. box 147, 7967 Bad Waldsee/Wuertt.

■ **PAKISTAN**—Kutapressin inj., Milkinol liq., Ronuvex, Kudrox, Ku-Syme, Neoplex, 26 items, various sizes and quantities. IL#336771. M/s. Carr & Co., Ltd., Bardri Bldg., McLeod Rd., Karachi. Cable, CARRBISKIT. Loan 391-H-066. U.S. source. Bid deadline Sept. 30. SBC-351.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

NIGERIA—Cosmetics, toilet preparations; importer, retailer and manufacturers' representative requests replies from manufacturers and/or combined export managers with quotations cif Port Harcourt. Direct purchase and agency. Gasix Trading Co., 4 Industrial Rd., P.O. box 418, Port Harcourt.

QATAR—Perfumes and cosmetics. Al-Jabri Store, (importer, retailer, wholesaler, commission agent), P.O. box 253, Doha. WTD 8/17/63.

VENEZUELA—Cosmetics, beauty shop products. Direct purchase and agency. Raul & Fortoul, C.A. (beauty shop), Local 2, Edificio Norte, Centro Simon Bolivar, Caracas. WTD 7/8/63.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Hard plastic paint for applying to exterior cement walls; requests technical and general literature. Direct purchase and agency. G.E.M. Agencies, (importer, agent), c/o Bank of New South Wales, 2 King William St., Adelaide, South Australia. WTD 8/26/63.

INDONESIA—Tropical resistant finishing materials, interior and exterior. Ardi Kaja, (construction company), Djalan Nusantara 39, Djakarta; Attn: Ir. Thung Liong Peng. WTD 8/23/63.

289 Chemical Products

ITALY—Temperature resistant materials in powder, paste or resin for setting of tiles in bathrooms and external walls. Vincenzo Bellocchi S.r.l., (agent, wholesaler), Via Fossata 12, Turin. WTD 8/13/63.

291 Petroleum Refining

BELGIUM—Regular and premium gasoline for sale under own brand name "Ultra" or supplier's brand; annual requirements 5 million liters of both grades at present; prefers contacts with small independent U.S. supplier. Jacques Van den Eede, (retailer, wholesaler), 21 Ballingweg, Hardbeke. WTD 8/13/63.

PORTUGAL—Calcined petroleum coke. Direct purchase and exclusive agency. E. Rau, Lda., (importer, wholesaler, retailer, shipping agent), 48-1 Rua da Madalena, Lisbon 2. WTD 7/26/63.

306 Fabricated Rubber Products

■ **PAKISTAN**—Pneumatic hose, oil resistant, working pressure 100 psi., 500'-2000'; ⅜", ½", ¾" same description quantities. Control No. 736. Loan No. 170. Bid deadline September 25. U.S. source. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., W., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

307 Plastic Products

ENGLAND—Plastic products, industrial, commercial or consumer. Compra Plastics, Ltd., (manufacturer), Dicker Hill, Hertford.

Plastic articles which are vacuum formed or high frequency welded. Stephens, (Plastics), Ltd., (manufacturer, distributor), Hawthorn, Corsham, Wiltshire.

Interlocking plastic slats as used on roll-top desks, joints to be lightproof for incorporation with manufactured products. K.S. Paul and Associates, Ltd., (manufacturer), Kingsbury Works, Kingsbury Rd., London, NW.9.

Injection molded shells in polypropylene, with and without valance; blow molded shells; for luggage. Universal Export Agency, (manufacturer), 75 Kings Close, Hendon, London, NW.4.

FRANCE—Plastic lenses, dia. 20-50 mm.; requests replies in French. Societe Framar, (manufacturer), 114 rue Diderot, Vincennes (Seine).

Babies' plastic bath; requests replies in French. Direct purchase and agency. Societe des Traitements Industriels du Textile—S.T.I.T., (manufacturer), Boulevard de la Valla, Chateauroux (Indre). WTD 8/12/63.

314 Footwear, Except Rubber

FRANCE—Men's shoes. Direct purchase and agency. Sisley, (importer, dealer), 60 Bld. Diderot, Paris 12e. WTD 8/12/63.

TRINIDAD—Ladies' casual footwear; importers, manufacturers' representative and general commission agents request replies from manufacturers only. Direct purchase and agency. Global Mercantile Agencies, 6 Henry St., Port of Spain. WTD 8/23/63.

315 Leather Gloves, Mittens

PAKISTAN—Seamless steel tubing for deep-well water drilling: hot finished in random lengths of 10 to 12 feet each; minimum inner dia. from 7" to 18", tensile strength 27 ton/square inch; preferably tensile strength 35/41 tons/square inch. Direct purchase and agency. Warsak Engineering Corp., (importing distributor, commission merchant), 81 The Mall, Lahore. WTD 6/7/63.

SWEDEN—Leather work gloves; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

319 Leather Goods

FRANCE—Babies' walking braces: leads. Requests replies in French. Direct purchase and agency. Societe des Traitements Industriels du Textile—S.T.I.T., (manufacturer), Boulevard de la Valla, Chateauroux (Indre). WTD 8/12/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

AUSTRALIA—Acoustical tiling systems including in-fills and suspension. Direct purchase and agency. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

ENGLAND—Ground fused silica (quartz or SiO2) fused at 1800 degrees centigrade and ground to 200 mesh (.076 mm.) with low iron content. A.G. Hackney and Co., Ltd., (manufacturer), Fairfield Pottery, Robson St., Hanley, Stoke-on-Trent. WTD 7/16/63.

FRANCE—Cultured quartz. Direct purchase and agency. Comptoir Franco-Bresilien, (importer, dealer), 56 rue Lafayette, Paris 9e.

331 Steel Mill Products

FRANCE—Mild steel wire; requests replies in French. Societe Centrale d'Exploitation & de Vente, (dealers), B.P. No. 12, Bonnieres-Sur-Seine (S. & O.).

■ **INDIA**—Hot finished seamless or electric resistance welded boiler tubes, 3¼" O.D., 8 swg. thick cut to sizes to be bent in buyer's workshops, various lengths and numbers; hot finished seamless or cold steel or electrically welded pipes for high pressure steam to withstand steam pressure of 25 kg/Cm², various nominal bores, thicknesses and meters, with valves and instruments to suit boiler, long list of valves and other boiler equipment. Ref. No. 65(226)/63-AID(1). Import license A.587618/61/AU-DW/CCI/HA/L-II(E). Loan 217. U.S. source. The K.C.P. Ltd., 38 Mount Rd., Madras 6. Cable, KECEPE, Madras. SBC-347.

■ API-5L Table 8 or ASTM seamless or electrical welded pipe in plain ends, square cut, black quality in exact lengths of 20' 6". State clearly whether pipe is seamless of ERW. Size 1¼", weight per ft. 3.00 lb., O.D. 1.660", I.D. 1.278", wall thickness 0.191, quantity 150 pcs. As all raw materials are required for manufacture of Johnston vertical pumps, copy of quotation should be forwarded to: Johnston Pumps India, Ltd., 2, Fairlue Pl., Calcutta 1. Cable, JAYPUMPS, Calcutta. Loan 217. U.S. source. Quotations desired by Sept. 30. M/s. Garden Reach Workshops, Ltd., 43/46, Garden Reach Rd., Calcutta 24. Cable, COMBINE. Import License A.586686/61/AU-DW/CCI/HQ/RM/L.II(E). Ref. 65(290)/63-AID(1). SBC-347.

■ Hot finished seamless or electric resistance welded boiler tubes, 3¼" O.D., 8 swg thick cut to various sizes in buyer's central workshops; hot finished seamless or cold steel or electrically welded pipes for high pressure steam to withstand steam pressure of 25 Kg/Cm², various descriptions and numbers; instruments and valves required for boiler, 32 items; components for AV7/4a centrifugal motors special insulation; 5-step resistances suitable for 14 operations per hour, 10 Nos. Reference 65(169)/63-AID(1). Import license 589340/61/AU-DW/CCI/HQ/RM/L-II(E). Loan 217. U.S. source. Quotations desired by Sept. 30. The K.C.P., Ltd., 38 Mount Rd., Madras 6. Cable: KECEPE, Madras.★ SBC-347.

■ Ball bearing steel tubes to sae 52100 quality. Cold and hot drawn, various sizes. Total 285 tons. Steel physical properties, ultimate tensile stress 47 tons sq. in. maximum, elongation 15%. Loan 217. Ref. 65(326)/63-AID(1). U.S. source. Quotations desired by Sept. 26. National Engineering Industries, Ltd., Jaipur.★ SBC-347.

● **IRAQ**—Caloric sheets, m.s. flats, angles, plates, tubing, various sizes, quantities. Also included in tender are several items of bronze phosphor rounds. Tender No. EME/6/63, bid deadline September 25. Director of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-2363.)

● Steel Plates to bss 15 or equivalent, 50 pcs.

8′ x 4′ x 5/16″; 400 pcs. 8′ x 4′ x 1/8″; 200 pcs. 6′ x 3′ x 1/4″; 200 pcs. 8′ x 4′ x 3/16″; 300 pcs. 8′ x 4′ x 1/4″. Prime, hot dipped galv. corrugated straight steel sheets, "Griffin brand" spelter coating 2 to 2½ oz. per sq. ft. both sides inclusive, 5000 sheets 8′ x 10/3″ x 22 bg. Tender No. IRRS/C/IT/7/63, bid deadline October 7. Iraqi Republican Railways, Baghdad. Terms and specifications may be obtained from the Directorate General of Iraqi Republican Railways, Baghdad, against payment of $5.60 per copy free of postal charges.

NORTHERN IRELAND—Steel wire rope 6 x 19 to 6 x 37 specification for marine use; ship chandler and general merchant requests price quotations cif Belfast in 5,000 ft. lots for sizes 5/16″ to 1″ dia. J. McCready & Co., Ltd., 41 Donegall Quay, Belfast, 1. WTD 8/26/63.

● **NEW ZEALAND**—Mild steel plates, 300 pcs. 8′ x 48″ x 1/8″; 10 pcs. 24′ x 72″ x 3/16″; 550 pcs. 8′ x 48″ x 1/4″; 40 pcs. 8′ x 48″ x 3/8″; 40 pcs. 8′ x 48″ x 1″, to c.m.e. spec. No. 465/5, bid deadline Oct. 9. Railway axles, roughed turned, 200 pcs. 5⅞″ dia. x 5′8″ long with centers to "B" drawing Y.20070; 5 pcs. 6¼″ dia. by 6′1″; 100 pcs. 6⅜″ dia. x 6 ft. to c.m.e. spec. No. 463/5; steel railway tyres, 6 stems, 1425 pcs. to c.m.e. spec. No. 462/1, bid deadline Oct. 16. (Reference S.63/517-627-676) New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1. Tender documents may be obtained from New Zealand Government Senior Trade Commissioner and Counsellor, 1145 19th St., NW., Washington, D.C.

■ **PAKISTAN**—M.S. billets, prime standard quality, to sae 1020/1025, heat marks, die stamped on each, accompanied by Works Test Certificate, length 18 ft. or above, size 2, 2½″ square. C&f Karachi. To value of $68,250. Import license 178011. Sartaj Steel & General Mills, G.T. Rd., Momanpura in front of Salamatpure, Baghbanpura, Lahore. Cable: Sartaj Steel & General Mills, G.T. Rd., Lahore.

■ Machine cast foundry pig iron. $5,700. IL#234358. Triumph Works, 69, The Mall, Lahore. Cable: BUXELAHICO.

■ Pig iron to conform to ASTM A-43-55T, to FL Phos., FL 23, Si. 3.01-3.2%, Su., 0.25%, Phos. 0.31-0.50%, Mn. 1.01 to 1.25%. Fas and c&f basis. $10,500. Sultan Foundry Regd., West, Badami Bagh, Lahore. Cable: SULTANPIPE, Lahore. IL#237468.

Above items for Loan 391-H-066. U.S. source. Bid deadline Sept. 30. SBC-351.

■ Machine cast foundry grade pig iron, $19,845. Import license 202895. Sartaj Industries, Ltd., 7, Aziz Manison Patiala Ground, McLeod Rd., Lahore. Cable: SARTAJ, Lahore.

■ Electric resistance welded cold rolled flash-in mechanical steel tubing, oiled inside and out; cold drawn seamless steel mechanical tubing, same; cold rolled strip steel, C1010, No. 2 bright finish, No. 4 temper, No. 3 slit edge, in coils or flat oiled; cold rolled strip steel, No. 2 bright, half hard temper, No. 3 slit edge, in coils, oiled; same but quarter hard temper interannealed; cold rolled strip steel, No. 2 bright, half hard, No. 3 slit; bright cold rolled steel sheets, drawing quality, pickled and oiled; bright finish round steel bars, free-cutting quality, same, case hardening; bright hard drawn carbon steel wire; Special alloy steel; silver steel for dowel pins. Large quantities, various sizes and descriptions. Import license 235691. Pakistan Cycle Industrial Co-operative Society, Ltd., National House, 47-The Mall, P.O. box 458, Lahore. Cable: BIKE, Lahore.★ All above for Loan 391-H-066. U.S. source. Deadline Sept. 30. SBC-351.

■ M.S. & G.P. sheets, 3′ x 8′, gauges 24, 26, 28 and 30. $11,300. Import license 355873. M. Ismail Naik, 213 Loha Market, Lahore. Cable: BUSHIND.

■ Hot rolled mild steel sheets, to ASTM-A415, 16 BGx 3′ x 8′, $2,900; pig iron to ASTM-A43-55T, Foundry grade, FL 23, $2,500. IL#208028. G.R. Sandhu & Co., 3 Brandreth Rd., Lahore 7.

■ M.S. billets, prime standard quality, to sae 1020/1025. Heat mark die stamped on each piece, accompanied by Works Test Certificate, 18′ length and above, 2, 2½″ sq., c&f Karachi. $10,900. Rehman Chohan Steel Re-Rolling Mills, Behind Power House, Shalamar Town, Baghbanpura, Lahore. Cable: REHMAN CHOHAN STEEL MILLS. IL#178012.

■ M.S. billets, standard quality, 18′ or above, to sae 1020, heat marks die stamped, lengths 18′ or above, with Works Test Certificate, size 2, 2½, 3″ sq., 3½ & 4″ sq. $66,500. C&f Karachi. IL#237451. Mohammad Siddique & Brothers, Badami Bagh, Lahore. Cable, CRANKSHAFT.

All above for Loan 391-H-066. U.S. source. Bid deadline Sept. 30. SBC-351.

■ Cold rolled steel sheets, 8′ x 4′ or 3′ x 12, 16, 18 bg; hot rolled steel sheets, same sizes. C&f Karachi. $7,800. IL#235229. National Steel Industries, 30-Taj Rd., Badami Bagh, Lahore. Cable: NATIONAL STEEL INDUSTRIES, Lahore.

■ High silicon prime electrical steel sheets, hot rolled, cold reduced, fully annealed, not insulated, max. total core loss not exceeding 1.08 watts per lb. at 10,000 gausses & 50 cy., having guaranteed silicon contents above 0.6%. US Type Grade No. M-36, size 72″ x 36″ 0.018 thickness, $8,400. Quotations should be sent in sextuplicate, duly signed, stating separately fob value and ocean freight per long ton of 2,240 lb., and should be accompanied by representative quality sample. IL#235738. S. Muhammad Din & Sons, Shahdara Mills, Lahore, West. Cable: NEFANS.

Both the above for Loan 391-H-066. U.S. source. Bid deadline Sept. 30. SBC-351.

■ Mild steel billets, prime quality, to sae 1020/1025, heat marks die stamped on each piece, with Works Test Certificate, 18′ or above, 2, 2½, & 3″ sq., c&f Karachi. $19,000. Import license 178010. Moghal Mechanical Co., & Steel Re-Rolling Mills (Regd), 21-C, Shalamar Link Rd., Lahore. Cable: MOGHAL MECHANICAL CO.

■ Mild steel billets, prime quality, to sae 1020/1025, heat marks die stamped on each pc., with Works Test Certificate, 18′ length or above, 2, 2½ & 3″ sq., c&f basis, to value of $10,900. New Lahore Steel Re-Rolling Mills, Regd., 21 Shalimar Link Road, P.O. Baghbanpura, Lahore. Cable address same.

■ M.S. billets, prime standard quality, to sae 1020/1025, heat marks die stamped on each piece and accompanied by Works Test Certificate, length 18′ or above, size 2, 2½″. C&f Karachi. $16,300. IL#234413. Amin Rolling Mills, Nasirabad Model Town, Lahore. Cable: same.

All above for Loan 391-H-066. U.S. source. SBC-351. Bid deadline Sept. 30.

■ Standard quality prime m.s. billets, in length of 18′ or above, heat mark die stamped, accompanied by Works Test Certificate, 2, 2½, 3″ sq., $10,900. IL#178009. Chohan Steel Re-Rolling Mills, Shalamar Town, Baghbanpura, Lahore, West.

■ Pig iron, Si. 3.0/3.5%, Mn. .5/1.0%, Ph. .6/1.0%, Su. .05% max., C. 3.0/4%. C.R. Steel sheets, 8′ x 3′ or 8′ x 4′ x 12 or 22 bg. Prices on c&f Karachi basis to cover value of $6,800. IL#232864. East India Engineering Works, 97 Railway Rd., Lahore. Cable: MULLER, Lahore.

■ Standard quality prime m.s. billets, 18′ length or above, heat mark die stamped and Works Test Certificate. Tensile strength 28/32 tons/sq. in., elongation 20% min., size 2″ x 2″, 2½″ x 2½″, 3″ x 3″, sq., to BSS-15, or American Specification, sae-1010 or 1020. $85,900. IL#236146. Modern Steel Re-Rolling Mills, Badami Bagh, Lahore, W.

All above for Loan 391-H-066. U.S. source. Bid deadline Sept. 30. SBC-351.

■ Standard quality prime m.s. billets, in length of 18′ or above, with heat mark die stamped and with Works Test Certificate in 2, 2½ & 3″ sq., despatching marks painted clearly on each billet to avoid theft. $3,150. Import license 121666. Khawaja Mills, Steel Re-Rolling, Jhelum.

■ Pig iron, per, Sil. 2.0/2.5 or 2.5/3% or 2.75/3.75%, Mang. .6/1.3%, Phos. .1/9%, Sul. .05% max. $9,400. IL#223227. M. Mohammad Husain & Sons, Badami Bagh, Lahore 6, Cable: TRUTH.

■ Pig iron, analysis, Si. 3.0/3.5%, Mn. 5/1.0%, Ph. .6/1.0%, Su. .05% max., C. 3.0/4.0%; m.s. sheets, 8′ x 4′ x 11 bg, c&f Karachi. $6,000. IL#234029. Sh. Chiragh Din Gulzar Mohd, Badami Bagh, Lahore.

All above for Loan 391-H-066. U.S. source. Deadline Sept. 30. SBC-351.

■ Mild steel billets, to sae 1020/1025 with heat marks die stamped on each piece, and Works Test Certificate, length 18′ and above, size 2, 2½ & 3″ sq. $16,400. Loan 391-H-066. U.S. source. Import license 235869. Muslim Steel Re-Rolling Mills (Regd.), G.T. Rd., Baghbanpura, Lahore. Cable: MUSLIM STEEL (Same). SBC-351.

■ Prime mild steel billets, to American Standard sae 1020, with usual tensile strength of 28/33 tons per sq. in., and elongation, min. 20% sulphur and phosphorus, not exceed 0.05%, size 2″ x 2″ & 2½″ x 2½″ sq., in length of 18′ and above with 10% shorts of not less than 12 ft. Each billet heat marked and accompanied with work test certificate for physical and chemical analysis. $262,000. C&f on U.S. flag vessel. Import license 348468. Sind Steel Corp., Ltd., "Steel House," West Wharf Rd., Karachi. Bid deadline Sept. 27.

■ Mild steel billets, to sae 1020/25, with heat marks die stamped on each piece and Works Test Certificate, 18′ lengths or above, size 2, 2½ or 3″ sq. $22,000. IL#234414. Cable: Chaudrey Steel Re-Rolling Mills & Allied Industries, Shalamar Town, Lahore. Quotation date Sept. 30.
Both the above are for Loan 391-H-066. U.S. source. SBC-349.

■ M.s. prime billets, open hearth, to sae 1020, 1025 and/or 10230, each piece heat marked and die stamped. Test certificate to be provided free of cost with shipping documents, size 2″ x 2″ or 2½″ x 2½″, lengths of 18′ and above with 10% max. shorts of 10′. Import license 333203. $60,000. Quotation date Sept. 25. Dada Steel Mills, Barness St., Karachi 1.

■ M.s. billets, size 2″ x 2½″ sq., sae 1025, conforming to BSS-15, length 18′ and above, with 10% shorts, with Works Test Certificate and heat marked on each end of billet. C&f per lt., Karachi. Shipping marks according to ICA regulations. Approximately $355,000.

■ Standard quality prime m.s. billets in lengths of 18′ or above, with heat mark die stamped and Works Test Certificate. 2″, 2½″, 3″ sq. Approx. $81,000. Import license 232810. Quotation date Sept. 30. Messrs. Malik Mohammad Din & Sons, 43, The Mall, Lahore. Cable: MALIK, Lahore or Karachi.

All the above are for Loan 391-H-066. U.S. source. SBC-349.

■ M.s. plate, black hot rolled, ⅛″ ticks, 4′ x 8′, 125 tons; m.s. plate same, but ¼″, 100 tons; same except 12 gauge, 100 tons; carbon steel plate, ¼″ size 4′ x 8′, 35 t.; carbon steel sheets, 3′ x 8′ x 14 g., 15 tons; carbon steel sheets, 3′ x 8′ x 16 g., 25 t.; galvanized plain sheets, 3′ x 8′ x 26 g., 50 t.; cold rolled close annealed sheets, pickled and oiled, prime quality, 3′ x 8′ x 18 g., 100 t.; same but 20 g., 100 tons. All packed in about 2 tons steel envelopes. Import license 356141. Nawab Brothers, D/41, S.I.T.E., Karachi 16. Cable: NAWABOIL. Quotation data Sept. 27.

■ Mild steel billets, prime standard quality, to sae 1020/1025, heat marks die stamped on each piece, accompanied by Works Test Certificate, 18′ long and above. Size 2, 2½ & 3″ sq. C&f Karachi. Dollar amount $11,000. IL# 234416. Quotations desired by Sept. 30. Shalimar National Engineering Works and Steel Re-Rolling Mills, Shalimar Town, Sultan Mehmood Rd., Lahore. Cable: SHALIMAR NATIONAL ENGG. WORKS, Shalimar Town, Lahore.

Both the above are for Loan 391-H-066. U.S. source. SBC-349.

■ Electrolytic tinplate, 18 x 24″, 107 lb. B.W.; galvanized plain sheets, bg 24 to 30, size 8′ x 3′. $5,600. Import license 251886. Quadri Trading Corp., Kutchhi Gali No. 3, Marriot Rd., Karachi. Cable: QUADRION. Bid deadline Sept. 25.

■ Mild steel sheet, cold rolled, close annealed, dull finish and oiled. To astm Designation A-366-58T-b; astm A-365-58T, any quality at buyer's option, 26, 28, 30 g. x 36″ x 96″, 20, 50, 15 tons respectively. To certain conditions. Import license 342427. Quotations desired by Sept. 25. M/S/ Kruddson Ltd., Kruddson Bldg., South Avenue, S.I.T.E., Karachi 16.

■ Electrolytic tinplate, prime U/A, 0.75 lb. coating, base weight 107 lb., soft temper, 18¾″ x 28″ and 20″ x 30″, about 40 tons, ratio of 67% and 33% respectively. Electrolytic tinplate waste waste, assorted to size and gauge of each skid, bright finish, soft temper, b.w. 100, 18″ x 24″ and larger, about 20 t. To certain general conditions. IL#343320. Deadline Sept. 25. Zamin Traders, 9.LR.9/31 Ramji Somaya Rd., OffL Lawrence Rd., Karachi. Cable, RIZWAN.

All the above are for Loan 391-H-066. U.S. source. SBC-349.

■ Electrical silicon steel sheets insulated on both sides, max. coreloss 1.5 w. per lb., at 10,000 g. and 50 cy., size 30″ x 96″, 0.185, 26 g. thick, prime mill material, $3,150; CRCA sheets, pickled and unoiled, commercial quality, 8′ x 3′ x 26 g., $2,300. IL#227488. Quotation date Sept. 30. Crescent Engineering Co. Ltd., Gujrat, West.

■ Black steel seamless pipes, standard weight to ASTM-A-120/A-53, ½″-2″ size, 20,000 rft; CRCA steel sheets to ASTM-A-366, 58T, in standard sizes 14/26bg, 50 t.; galv. plain sheets, 1.25 oz. coating, to ASTM-A-93, sizes 8′ x 3′/8′ x 4′, 16/24 bg, 40 t.; pig iron, machine cast foundry, grade No. 1, 80 tons; prime electrolytic tinplate U/A 0.50/0.75 coating, packed in standard mill containers, 107 lb. base, 18¾″ x 28″ and 20″ x 30″, 30 tons. Subject to special conditions. IL#349710. Quotation date Sept. 27. H. Mushtag Ahmad Sons & Co., Fadoo Bldg., Bunder Rd., Karachi 2. Cable, STEELSTOCK, Karachi.

Both the above are for Loan 391-H-066. U.S. source. SBC-349.

■ Bright steel nail wire, hard drawn, suitable for making wire nails, to Standard American Specifications. In catchweight coils, gauges, 8, 10, 12, 14. Approximately $22,000. C&f per lt. Cost and freight quoted separately. On U.S. flag vessel. IL#349060. Quotations desired by Sept. 27. Moiez Industries, Karachi.

■ Electrolytic tinplate waste waste, 0.25 lb. coating, assorted to size and gauge, bright finish 20″ x 28″, and larger, 30 g. $6,000. IL#246557. Quotations desired by Sept. 30. Hill Light Co., Imambara Rd., Rawalpindi.

■ Nail wire, bright hard drawn, low carbon, approx. 80 tons in 12, 13, 14, 15, 16, 17, 20 g. IL#202746. Quotation date Sept. 30. Janda Engineering Co., Ltd., Mahmood Booti Baghbanpura, Lahore. Cable, JANDCO.

All three above for Loan 391-H-066. U.S. source. SBC-349.

● **TURKEY**—Various kinds of structural shapes, approx. 2690 mt. Bid deadline September 28. Iller Bankasi, Ankara. Specifications can be obtained from Commercial Department of Iller Banki, (Iller Ticaret Isleri Muduslugu and Management of 1. District of Istanbul).

332 Iron, Steel Foundries

■ **PAKISTAN**—Steel foundry flasks, various sizes, heights, styles, slotted collar bushing and round collar bushings. All to have clamping bars, pin lugs, bushings to be of hardened steel, all above 24″ x 36″ should have duty clamps. Fc 1 and Fc-2, 300 each. All sizes of flasks in quantities of 5, 10-25, 50 units. Control No. 648. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., West Pakistan Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy.★ SBC-344.

333 Primary Smelting, Refining of Zinc, Copper, Lead

■ **PAKISTAN**—Copper ingots, wire bars, electrolytic 99.9% min. purity, to astm designation B-5-43, weighing 200-250 lb. each bar. Zinc ingots, electrolytic 99.99% purity. C&f with indication of ocean freight. $1,600. IL#235446. The Rajput Metal Works, Ltd., G.T. Rd., Gujranwala. Cable, RAJPUT GUJRANWALA.

■ Pig lead, purity 99.9%. C&f Karachi per lt. $10,500. IL#234825. Rehman Automobile & Electric Works, Garden Town, Lahore. Cable, ROYALBATRY, Lahore. Loan 391-H-056. Quotation deadline Sept. 30. SBC-351.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **EL SALVADOR**—Supply and construction of approx. 40 miles transmission line of 115 v., mounted on steel towers; supply and installation of structures and equipment for electrical substation; supply of structures and equipment for the enlargement of two electrical substations. Tender No. 173, bid deadline October 28. Lempa Hydroelectric Commission, (Comision Ejecutiva Hidroelectrica del Rio Lempa-CEL), San Salvador.

FRANCE—Thermo-welded flexible and waterproof packaging materials, such as aluminum sheet; requests replies in French. Direct purchase and agency. Societe d'Etudes & d'Exploitations Techniques (manufacturer), 53 Avenue Raymond Poincare, Margny-les-Compiegne (Oise).

Electric cables; requests replies in French. Direct purchase and agency. Ets. Camus (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 1/17/63.

GERMANY—Aluminum sheets; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674); requests replies only with price quotations cif Hamburg or Rotterdam. Heinrich Fuchs, Metallwaren, (foundry, wholesaler), Nuertingen a. Neckar, Max Eyth-Str.

NETHERLANDS—Nonferrous semi-finish rods, sheets, tubes and wires. Direct purchase and agency. Metaalmaatschappij W. van Houten & Zonen C.V., (importer, exporter, manufacturer's agent), 9 Bierstraat or P.O. box 513 Rotterdam-1.

● **NIGERIA**—Underground cable of unspecified quantity 11,000 v. and 1,100 v.; bid deadline September 23. Secretary, Electricity Corp. of Nigeria, Headquarters, P.M.B. 2030 Marina, Lagos. Specifications available against nonrefundable deposit of $5.88.

● **PAKISTAN**—Supply of cable paper core quad trunk (PCQT) armoured (6200 yd.); tender No. 3-17/63/496, bid deadline October 7. Director-General, Telegraph & Telephone, Karachi.★ Specifications available from Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y. (Telephone: WOrth 7-2162.)

● **SUDAN**—Cadmium copper wire 40 lb. per mile (25 tons), cadmium copper wire 70 lb. per mile (25 tons), hard drawn copper wire 100 lb. per mile (50 tons), hard drawn copper wire 200 lb. per mile (35 tons), wire galvanised iron standard ¾ (20 tons). Tender No. 154, bid deadline October 12. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WOrth 7-2162.)

VENEZUELA—Parts, accessories for air conditioning and refrigeration equipment, such as copper tubing. Direct purchase and agency. VRO Victor Co. (importer, wholesaler, sales agent), Palma a Municipal 9 Caracas, D.F. WTD 7/10/63.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Hinges, various types and sizes, total no. 30,348. Quotation No. CS/103/G-I (62-63), bid deadline September 16. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: WO 7-5255).

ENGLAND—Garden accessories, tools. Expandite Ltd., (manufacturer, distributor, retailer) Chase Rd. London, NW.10. WTD 6/26/63.

FRANCE—Wire-rope clamps; requests replies in French. S.A. Lejay Fils, (manufacturer), 4 rue de Cleves, Charleville (Ardennes). WTD 8/14/63.

GERMANY—Hardware items for carpenters, painters, paper hangers, and also for "do-it-yourself" home workers. Direct purchase. Luward-Leim-Gesellschaft Dr. W. Leibrock, (manufacturer, importer, wholesaler), P.O. box 49, 68 Mannheim-Rheinau.

ICELAND—Kitchenware. Direct purchase and agency. Asbjorn Olafsson, (importer, wholesaler, commission merchant), P.O. box 886 or 2A Grettisgata, Reykjavik. WTD 8/8/63.

SWEDEN—Padlocks; hand oilers; vacuum bottles; tool kits suitable for hobby work; hedge shears; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, postbox 14060, Göteborg 14. WTD 3/29/62.

Non-electric household whippers; hot pan holders; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, postbox 14060, Göteborg 14. WTD 3/29/62.

VENEZUELA—Metal kitchen utensils. Direct purchase and agency. Representaciones Norma C.A., (sales agent) Edificio Macarisagua, Avenida Baralt Quinta Crespo, Caracas. WTD 7/10/63.

343 Heating Apparatus, Plumbing Fixtures

AUSTRALIA—Hand wash basin taps to give flow of hot water only, cold water only, or mixed hot and cold water. Direct purchase and agency. G.E.M. Agencies, (importer, agent), c/o Bank of New South Wales, 2 King William St., Adelaide, South Australia. WTD 8/26/63.

344 Fabricated Structural Metal Products

FRANCE—Modern metal structural mechanisms for tents, awnings, and blinds. Etablissements P. Marche-Roche (manufacturer), 165 Avenue de Saxe, Lyon. WTD 8/20/63.

■ **INDIA**—First and second effect heat exchangers of external surface of 580 sq. ft., each consisting of 197 tubes of ⅝" ID x 1¼" OD x 9' long. Reference 4(57)/63-AID-II. Import license 990190/DLF.157/HQ/61/CCI/CGIII. Bid deadline Sept. 30. J.K. Rayon, Kamla Tower, Kanpur. Cable, RAYON, Kanpur. SBC-347.

■ **PAKISTAN**—Metal drawer sections, 50, with drawers approx. 6 in. wide by 4 in. deep; same, except 4" wide by 3" deep, 25. To fit 42-in. wide bin sections with a 40" clear opening and a 15" depth. Each drawer to have 3 metal dividers with positive positioning at min. 1-in. intervals. Include complete catalog and price list for available standard bin equipment. Control No. 1214. 500 lb. capacity wire mesh storage containers, approx. 32 in. wide by 20 in. deep by 16 in. high, with metal feet for fork lift truck handling, side access gate along top half of one 32 in. dimension, collapsible, and with adequate strength for at least 5-high stacking. Quote unit price and indicate quantity discount quantities in order of 300 to 500 units. Control No. 1215. All the above are for loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project) Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

GERMANY—Special screws for electric lighting fixture which, when screwed in, cannot be removed. VLM W. Murjahn K.G., (wholesaler, distributor) Postfach 160, Mettmann/Rhld. WTD 8/21/63.

● **IRAQ**—Bolts, nuts, steel and aluminum; various sizes, quantities; tender No. EME/10/1963, bid deadline September 29. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-5589.)

VENEZUELA—Screws bolts, nuts; all types. Direct purchase and agency. VRO Victor Co., (importer, wholesaler, sales agent), Palma a Municipal 9, Caracas, D.F. WTD 7/10/63.

346 Metal Stampings

ICELAND—Kitchen utensils. Direct purchase and agency. Asbjorn Olafsson, (importer, commission merchant), 2A Grettisgata or P.O. box 886, Reykjavik. WTD 8/8/63.

VENEZUELA—Metal kitchen utensils. Direct purchase and agency. Representaciones Norma C.A., (sales agent), Edificio Macarisagua, Avenida Baralt, Quinta Crespo, Caracas. WTD 7/10/63.

347 Coating, Engraving Services

■ **VIETNAM**—Complete hot dip galvanizing system for continuous annealing and hot dip galvanizing of 5,000 mt. of iron per yr. Machines to be motor driven, complete with adequate controls, for 220 v., 50 cycle, 3-phase operation from available power source. Electrical equipment to be insulated for service in tropical and humid climate. To include spare parts and accessories for two years normal operation. Limited Worldwide (901). Bid deadline Sept. 30. Hoang Kim Quy, 111-13 Dai lo Ham-Nghi, Saigon, S. State individual prices as well as overall price. C&f Saigon. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Submit six copies of offers accompanied by drawings and other detailed specifications; send a copy of each offer to Director General of Commerce, 59 Gia Long, Saigon and also to Industrial Development Division, USOM, 32 Ngo Thoi Nhiem, Saigon. Specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. and Independence Ave. SW., Washington, D.C. SBC-346.

349 Fabricated Metal Products

● **GUATEMALA**—Pipe fittings, corporation stops, curb stops, couplings, galvanized iron plugs, accessories for Mueller drills; various quantities; tender No. 8-63, bid deadline September 26. Secretaria Municipal, Municipalidad de la Ciudad de Guatemala, Palacio Municipal, Guatemala. Tender in Spanish.★ (Telephone: WO 7-5589.)

351 Engines, Turbines

FRANCE—Hydraulic changers, from 0.5 to 100 hp.; requests replies in French. Direct purchase and agency. Manufacture Francaise d'Appareils Electromecaniques-M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

352 Farm Machinery

NETHERLANDS—Agricultural machinery. Direct purchase and agency. Mr. P. W. B. Trueblood, N.V. Handels en Transport Mij. "Vulcaan," (importing distributor), Herengracht 237-239, Amsterdam. WTD 4/10/63.

TRINIDAD—Brush cutter; hole borer; disc ploughs for use with Ford tractor; dairy farmer is interested in contacting a U.S. supplier of used tractor attachments. Mr. A. C. Rienzi, (farmer), 7 Gray St., Port of Spain. WTD 8/29/63.

353 Construction Machinery

FRANCE—Mining equipment, materials; requests replies in French. Direct purchase and agency. Equipement Minier, (importer, dealer), 30 rue Notre-Dame-des-Victoires, Paris 2e. WTD 8/16/63.

GERMANY—Building machinery such as earth graders and scrapers, earth moving bulldozers, excavators, tractors, power shovels, mobile cranes, concrete and cement mixers, material conveying equipment for the building trade; requests replies from manufacturers only in German with fob or cif prices. Direct purchase and agency. Heusel & Wedel KG, (wholesaler), Postfach 1070, 4630 Bochum/W. WTD 11/20/62.

Road construction machinery, parts such as axles, gears. Direct purchase and agency. Maschinenbau Ulm G.m.b.H., (manufacturer, importer, exporter, sales agent), P.O. box 632, 7900 Ulm/Donau.

Special trailers, dozers, scrapers; truck mounted hydraulic cranes; truck mounted rotation cranes; truck mounted hydraulic shovels; shovel loaders. Direct purchase and agency. Felix Kloz (importer, exporter, wholesaler, retailer, agent, broker), 23-25a Stuttgarter Strasse, Fellbach bei Stuttgart. WTD 9/13/62.

■ **INDIA**—Rear end dumper, payload capacity 30,000 lbs., 4 x 2 wheel drive, complete with tires, wheel base 155 in., powered by 180/200 hp. diesel engines, spares. Ref. 4(355)/62-AID-II. IL No. 978267/DLF. 157/62/HQ/CG.III. Loan DLF-157. U.S. source. Quotations desired by Sept. 30. The Associated Cement Co., Ltd., 121 Queen's Rd., Bombay. Cable: ACCPURCHEZ, Bombay. SBC-347.

INDONESIA—Pile driving equipment; requests immediate offers; reconditioned equipment will be considered if adequately certified as to condition. Ardi Kaja, (construction company), Djalan Nusantara 39, Djakarta; Attn: Ir. Thung Liong Peng. WTD 8/23/63.

■ **KOREA**—Steel well casing; well screen; chlorinator; vertical coagulators for installation in rectangular concrete tank; rapid mixer for installation in tank; dry chemical feeders; venturi meters; leak detectors, 6 sets; deep well pump. PIO/C No. 489-W-25-AA-9-30134. Limited worldwide (901). Bid deadline Sept. 27. Invitation AID-3072-P. Office of Supply, Government of the Republic of Korea, Seoul. Specifications and conditions may be obtained from Korean Embassy, 2322 Massachusetts Ave., NW., Washington, D.C. Copies of invitation and general conditions also available from Korean Consulate General, 9 East 80th St., New York 21, N.Y., and from Korean Consulate General, 3500 Clay St., San Francisco, Calif.★ SBC-348.

■ **PAKISTAN**—10-ton at 15 ft. mobile cranes, two, self propelled, diesel or gasoline powered, no load speed at least 20 miles per hr., pneumatic tires for reasonably rough terrain, with stabilizers and preferably hydraulic boom. Control No. 1212. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications are available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J. D. Cassidy. SBC-344.

■ Sit down rider type counterbalanced fork lift trucks, 2, 6,000 lb. at 24 in. diesel or gasoline operated, f-wheel, pneumatic tires for outdoor use, 144" max. lift, approx. 84" collapsed height, with side shifter; alternate, fork lift trucks, as above, 4. Control No. 1204. 400 lb. nominal drawbar pull, medium industrial tractor, sitdown rider operated, gasoline powered, pneumatic tires, automatic coupler, 2. Control No. 1209. Industrial trailers, 12, 4,000 lb. capacity, 32 in. wide by 48 in. long, with 2 swivel and 2 fixed casters, front rack with slate, sockets for rear rack, automatic couplers to fit standard 400 lb. drawbar pull industrial tractor, wood deck. Control No.

1210. 30,000 lb. straddle carrier, 4 wheel, 2-wheel drive, diesel or gasoline powered, with swing arms, to handle min. 66 in. wide, by 66 in. high package. Control No. 1206. 5-ton at 15 ft. mobile cranes, 2, self propelled, diesel or gasoline powered, no load speed at least 20 miles per hr., pneumatic tires for reasonably rough terrain, with stabilizers and preferably hydraulic boom. Control No. 1211. All the above are for loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

■ Standard tractor mounted road wrecker, to retrieve disabled transport vehicles up to and including the equivalent of a 7-ton straight truck. Control No. 1218. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications are available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

■ Side loading fork lift trucks, 4,000 lb., sit-down rider type, diesel or gasoline powered, pneumatic tires, for outdoor travel, max. speed at least 20 miles per hr., 132-144 in. lift, 84 in. max. collapsed height, tilting mast, 3 Nos. Alternatively, 6,000 lb. trucks, same as above. Control No. 1201. Blowers, 2, complete with motor to deliver 2,000 cw ft. per min. at 10-12" water pressure. Control No. 937. Pantograph reach type fork lift trucks, 2, 4,000 lb. at 24 in., stand-up rider type, 144" lift, with overhead guards, telescoping mast, 10" polyurethane outrigger wheels, 24-36 v. electric, with 2 heavy duty batteries, charging battery rack and charger to be used on 50 cycle, 220 v. supply, or alternate, same as above, but equipped with additional before mast controls for high rider operating platform for 2 trucks, if platform is required. Control No. 1202. Sit down rider type counterbalanced fork lift trucks, 2, 4,000 lb. at 24", diesel or gasoline operated, 4 wheel, pneumatic tires for outdoor use, 144" max. lift, approx. 84" collapsed height, with side shifter; alternate, fork lift trucks as above, 4. Control No. 1203. All the above are for loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Projects), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

SWEDEN—All types of industrial trucks, gasoline, electric, diesel or storage battery powered; Sales agent particularly interested in novelties. Direct purchase and agency. AB Torsten Alm & Co., P.O. box 3004, Göteborg 3. WTD 8/12/63.

■ **THAILAND**—Motor graders, 6; pneumatic tired rollers, 3; trucks with 4 cu. yd. rear dump bodies, 6; water trucks, 3; tractors, 4-wheel, rubber tired, 3. All complete with spare parts. PIO/C No. 493-F-31-AC-9-30345. Limited worldwide (901). Bid deadline Sept. 30. Invitation ND-DTEC-615. Procurement and Supply Division, Department of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable, TTEC, Bangkok. Copies of Invitation to Bid, including amendment, available from Office of Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C. SBC-348.

354 Metalworking Machinery

AUSTRALIA—Machine for making steel wool with output of at least one lt. of steel wool per wk. Sparklo Pty., Ltd., (manufacturer), 24 Smith St., Marrickville, N.S.W.

ECUADOR—Package plant for fabrication of copper or galvanized steel wire, emphasis to be made on small plants appropriate for production in Ecuador; technical assistance required; requests replies in Spanish. Enrique Gangotena J., (industrial), P.O. Box 105, Quito.

FRANCE—Welding fittings. Europeenne de Distribution & d'Equipment, (importer, dealer), 25 rue J. J. Rousseau, Paris 1er.

Electrical hand tools; requests replies in French. Ets Bisset, (importer, dealer), 10 rue Cail, Paris 10e. WTD 8/13/63.

Milling machine vises. Societe Hounsfield Fils, (manufacturers, dealers) 8 rue de Lancry, Paris 10. WTD 8/16/63.

GERMANY—Automatic wire binding and taping machinery and equipment. Dr. Ing. Kurt Schmalfuss, (manufacturer, importer, exporter, wholesaler, sales agent), P.O. Box 138, 705 Waiblingen/Wuerttemberg. WTD 2/5/63.

HONG KONG—Turn-key plant for the manufacture of welding rods: production capacity —2.6 mm. dia. x 250 mm., 45 m/tons/month/175th.; or 3.2 mm. dia. x 350 mm., 75 m/tons/month/175th.; or 4.0 mm. dia. x 400 mm. 100 m/tons/month/175th.; or 5.0 mm. dia. x 400 mm., 130 m/ton/months/175th.: general specifications of the equipment to be installed—straight cutting machines, 2 sets; dry mixer, 1 set; water glass mixing tank with pump, 1 set; wet mixer, 1 set; flux moulding machine, 1 set; coating machine, 1 set; eccentric testing equipment; 1 set; dryer, 1 set; conveyor for selection 1 set; wire washing equipment, 1 set; wire correcting machine, 1 set; flux strip machine, 1 set. Patrick Trading Corp., (importer, exporter) 112 Windsor House, Des Voeux Rd. C., Hong Kong. WTD 12/15/61.

■ **INDIA**—Broaches, hobs, gear shaving or shaping cutters, helical or spur guides, master gears, blades, diamond boring tools, die sinking tools, pneumatic rotor spanners, bore indicators, compression checking gauges, tachometers, 92 items, large quantities. Loan 217. U.S. source. Quotation deadline Sept. 24. Ref. No. 65(255)/62-AID(1). IL No. A-587452/61/AU-DW/CCI/HQ/RM/LII (E). Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable, HINDMOTOR, Uttarpara, India.★ SBC-350.

■ Heavy model hydraulic-cum-toggle press, capable of manufacturing high grade blast furnace bricks of sizes up to 18" x 9" x 4½", from mixture containing 30 to 60% grog. Bricks should have high bulk density and crushing strength, having certain characteristics. Reference 20(34)/63-AID-II. Loan 157-DLF. Import license 978180/DIF-157/62/HQ-CG-IV. U.S. source. Quotations desired by Sept. 30. M/s. Burn & Co., Ltd., R & C Group, 12, Mission Row, Calcutta 1.★

■ Automatic spraying and drying machine for lacquering flashlight components and inside of parabolic reflectors, with auxiliary equipments, such as pressure feed containers, spray guns, manual and automatic, air and liquid filters, air pressure reducing valves and fittings, hose and couplings, moisture extractors, pressure gauges, accessories and spare parts. Ref. 12(3)/63-AID-II. Loan 157. U.S. source. IL# 978189/DLF.157/62/HQ/CG.IV. Quotations desired Sept. 30. Geep Flashlight Industries, Ltd., 28, South Rd., Allahabad. SBC-347.

■ Broaches, hobs, gear cutters, blades, circular button dies, reamers, 51 items, various sizes and designs, large quantities. Ref. 65(255)/62-AID(1)B. Import license A-587454/61/AU-DW/CCI/HQ/RM/III(E). Loan 217. U.S. source. Quotations desired by Sept. 24. Hindustan Motors Ltd., Uttarpara, Hooghly. Cable, HINDMOTOR, Uttarpara.★ SBC-347.

■ **KOREA**—Machinists' vises, adjustable wrenches, 18 items, PIO/C No. 489-N-23-AE-9-30118; combination snips, coppers, 9 items, #30135; pyrometers, sand testing sieves, 6 items, #30124; tube pin straighteners, 12 items, #30120; bevel protractors, commutator kits, 16 items, #30140; jack stands, carbon brushes, 7 items, #30133; flannel boards, grafting tape, bulletin boards, 39 items, #30100; hammers, nail sets, saw sets, 15 items, #30129; jolt squeezer molding machines, blast cleaning cabinets, 8 items, #30136; masonry drill sets, metal lathes, aluminum rules, 15 items, #30146; adjustable wrenches, screwdrivers, electric grinders, 14 items, #30143; belt dressings, pocket scribers, trouble lights, 26 items, #30122; crescent wrenches, machinists' vises, radio kits, 16 items, #30138; basic electricity kits, vacuum tube voltmeters, oscilloscopes, external growlers, 4 items, #30109; pipe vises, threader sets, masonry drill sets, 16 items, #30157. Invitation AID-3071-P. Bid deadline Sept. 26. Office of Supply, Government of Republic of Korea, Seoul.

Specifications and conditions may be obtained from Korean Embassy, 2322 Massachusetts Ave., NW., Washington, D.C. Copies of invitations and general conditions also available from Korean Consulate General, 9 East 80th St., New York 21, N.Y., and from Korean Consulate General, 3500 Clay St., San Francisco, Calif.★ SBC-348.

■ **PAKISTAN**—Steel files, Nicholson, or equal, sizes 4, 5, 6, 8, 10, 12, 14 and 16" in qualities, flat bastard and smooth, half round, square, mill bastard, heavy taper, slip taper, wood rasps half round bastard. All sizes and qualities preferably in equal assortment in amount of $6,400. C&f Karachi. Import license 248279. Quotation date Sept. 30. Lahore Hardware & Mill Stores, Brandreth Rd., Lahore, West. Loan No. 391-H-066. U.S. source. SBC-349.

■ High speed power cut-off saws for mild and alloy steels, work capacity to about 12-in. round stock, coolant and pump system, 50 replacement blades, 2 Nos. Specify and quote on all accessories. Control No. 1222. 3,000 to 4,000 lb. pallet jacks for 32 in. wide by 48 in. deep, 12, manual, hydraulic with skid adaptors. Control No. 1219. ½ and 1 ton steel strapping in ½", ⅝" and ¾" widths and utility thickness, plain clips in 1,000 lots; strapping tools, manual, 6; strap cutters, 3; pneumatic strapping tools, 2; coil delivery racks 6. Illustrated literature on general industrial applications of strapping, including forming of unit loads for storage and shipping will be helpful for training. Control No. 1216. Stock picking carts, 4, approx. 42 in. long by 20 in. wide by 36 in. to top shelf, three shelf model, two fixed and 2 swivel casters, with ladder which raises for pushing and locks under man's weight, top step about 3 ft. from floor. Control No. 1221. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West., Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc. 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

355 Special Industry Machinery

AUSTRALIA—Roller systems (set of form-

ers) to be used in machinery to extrude plastic sheets, mainly butyrate. Electra Industrial Cables, Pty., Ltd. (manufacturer), 110 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

BAHRAIN—Equipment for manufacturing foam plastic sheets of the type used in furniture cushions, mattresses, auto seats. Alawi Furniture Works, (importer, retailer), P.O. box 63, Bahrain.

● **CHILE**—Mechanization equipment for grain storage silos in Talca, Los Angeles, Los Lagos and Puerto Montt. Capacity 60 tons/hr., with fumigation equipment thermocouples, accessories, 380 v., 3 phase, 50 cycle current. Bid deadline November 22. Empresa de Comercio Agricola, Alameda B. O'Higgins 1170, 7° piso, Santiago de Chile. Bidders must be legally represented in Chile. Specifications in Spanish.★ (Telephone: WO 7-5589).

ECUADOR—Roll flat bed letter press tabloid size; automatic, for the publication of weekly newspaper, with issues running from 10,000 to 20,000 copies; designed for easy conversion to job printing in general; used linotype and ludlow machines; requests catalogues; offers should be made cif Guayaquil. Semanario Sabado, (publishing), Antepara 353, Ecuador.

ENGLAND—Wire winding and wire working machinery. Direct purchase and agency. Frank Whitelegg, Ltd., (manufacturer, exporter, sales agent), 304 High St., Sutton, Surrey. WTD 6/10/63.

FRANCE—Canning machines, equipment; requests replies in French. Ets. Gravier, (manufacturer), 54 Quai Saint-Laurent, Orleans (Loiret).

HONG KONG—Turn-key plant for the manufacture of cookies. Patrick Trading Corp., (importer, exporter), 112 Windsor House, Des Voeux Rd. C., Hong Kong. WTD 12/15/61.

INDONESIA—Spare parts for machinery to manufacture caustic soda, hydrochloric acid, and bleaching powder; 53 different kinds, many pump and piping parts; requests earliest replies with price quotations cif Surabaya and earliest delivery date; cables requested; list of requirements available on loan from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674). Perusahaan Negara Soda, (manufacturer), Waru, Surabaya.

IRAN—Sugar beet extracting and refining plant, complete, with electric and steam power generating facilities; plant capacity to process 1000 mt. input of sugar beet per 24 hr. with min. output of 150 mt. of granulated sugar (no loaf) per 24 hr. and to refine 200 tons raw sugar per 24 hr.; plant should be expandable to max. input of 2000 mt. sugar beet per 24 hr.; desires delivery in six months to one year. Ali Hamadanian, c/o Shahnaz Spinning & Weaving Mill, Hezar Jerib, Isfahan.

■ **PAKISTAN**—10,000 lb. min. capacity mobile log handling unit to unload flat cars, store logs in storage yard, and move from storage to sawmill. Equipment should permit one man operation, perhaps a fork lift truck with tie down clamp, preferably diesel operated, but gasoline accepted. Operate in reasonably rough terrain. Control No. 1205. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

Plant and equipment to manufacture particle board from cotton stalks and urea formaldehyde resin; 30 tons per day. Haji E. Dossa and Sons, Ltd., (cotton ginner, exporter), Jubilee Insurance House, McLeod Rd., P.O. Box 4472, Karachi 2. WTD 8/29/62.

PHILIPPINES—Hulling and husking machinery for rice and corn milling. P.Y. Arriola & Sons Co., (manufacturer, importer, wholesaler), Sanciangko St., Cebu City, Cebu.

TRINIDAD—Cooling equipment for milk and pasteurizing plant; farmer interested in importing direct from manufacturer. Mr. A.C. Rienzi, 7 Gray St., Port of Spain. WTD 8/29/63.

356 General Industrial Machinery

ECUADOR—Small and medium centrifugal pumps powered by gasoline, kerosene and diesel. Compañia Agro-Química Industrial, S.A., (importer), V. M. Rendón No. 430 or P.O. Box 926, Guayaquil. WTD 6/25/63.

FRANCE—Packing material, safety, steadying devices; newly-developed. Direct purchase and agency. Sofecome, (manufacturers), 8/12 rue Jean, Saint-Owen (Seine). WTD 8/9/63.

Small compressors for paint spraying guns; requests replies in French. Ets. Bisset, (importer, dealer), 10 rue Cail, Paris 10e. WTD 8/13/63.

GERMANY—Pumps, water separators, filters, valves, including such commodities for aircraft gasoline. Rex-Filter G.m.b.H., (manufacturer, exporter, importer), 15 Koenig Karl-Strasse, 7 Stuttgart-Bad Cannstatt. WTD 8/19/63.

Drinking water ozonators. Direct purchase and agency. Karl Klein & Sohn, Wasseraufbereitung. P.O. box 1230, 68 Mannheim 1. WTD 8/26/63.

■ **INDIA**—Hermetic compressors, 1½ hp., B32 T16 model, 300 Nos.; hermetic compressors, 1 hp., B1616 model, 300 Nos.; compressors #CH 381 TA-8, 100 Nos.; start capacitors #85553-3, run capacitors #85561, over load #83189, 3 mfd. capacitors #P-136-F-394, 300 Nos. each; 4-position rotary switches #393S29 H-C, 900 Nos.; G2 thermostat, performance spec. 3646, 800 Nos.; reverse cycle kits, including reverse cycle valves #V26-100, thermostat central #A14-109, 4-position 2-circuit rotary switch #S41-4004, solenoid coil #227-1012, 20 sets. C&f. Loan 217. U.S. source. Quotation deadline Sept. 26. Ref. No. 65(227)/63-AID(1). IL No. 950966/62/AU-DW/CCI/HQ/RM/AIR.COND. Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay 70 (AS).★ SBC-350.

357 Office Machines, Equipment

GERMANY—Office machines, equipment, excluding large units, furniture. Direct purchase and agency. Skrebba-Werk K.G., (manufacturer, exporter, importer), 8-10 Neuwerkhof, 763 Lahr/Schwarzwald.

■ **INDIA**—Data processing machines: card punch, 4; card verifiers, 4; sorter, alphabetical accounting machine, numerical collator, reproducer, calculating punch, one each. Reference 55(16)/62-AID(1). Import license A.563144. Bid deadline Sept. 27. Director, Bureau of Statistics & Economics, Government of Orissa, Cuttack.

Data processing machines, card punch, 3; card verifier, 3; sorter, reproducer, alphabetical accounting machine, 1 each. Import license A-563145. Reference 55(15)/63-AID(1). Bid deadline Sept. 30. Government of Gujarat, Ahmedabad 9, Director, Bureau of Economics & Statistics.

Both above are for Loan 217. U.S. source.★ SBC-347.

SWEDEN—Bathroom scales; wholesaler and agent requests replies from manufactures only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

● **UNITED ARAB REPUBLIC**—Automated equipment for the main sorting post offices of Alexandra, Tanta. File No. 998-1/65, bid deadline Oct. 19. Specifications available from Embassy of the United Arab Republic, Commercial Office, 2215 Wyoming Ave., NW., Washington, D.C.

■ **VIETNAM**—Statistical machines, hand punch for test scoring keys, typewriters, manifold and script code typing balls, tape recorders, recording tapes, 19 items. PIO/C No. 430-AC-69-AB-9-30397. Limited worldwide (901). Bid deadline Sept. 27. Invitation 0964-07083. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications and conditions may be obtained from Embassy of Vietnam, 2251 R St., NW., Washington 8, D.C., Attn: Miss Thuy. SBC-348.

358 Service Industry Machines

AUSTRALIA—Commercial washing machines, 10; available electricity 240 v. 50 cycles. Evans & Co., (retailer), Leichardt St., Glencraig, Brisbane, Queensland.

ECUADOR—Room air-conditioning units. Comercial Fiore, S.A., (importer), 9 de Octubre No. 221, P.O. Box 162, Guayaquil. WTD 8/6/63.

GERMANY—Gasoline dispensing meters. Direct purchase. Rex-Filter G.m.b.H., (manufacturer, exporter, importer), 15 Koenig Karl-Strasse, 7 Stuttgart-Bad Cannstatt. WTD 8/19/63.

GREECE—Compressors for refrigerating units of 1, 1.50, 2, 2.50 hp; requests replies from manufacturers only. The Commercial Agencies of Greece, (importer, representative, distributor), 41, Sophocleous St., Athens. WTD 12/20/62.

KUWAIT—Water coolers, airconditioners; requests replies from manufacturers only. A.H. Mazidi & Co., (contractor, trader), P.O. box 228, Kuwait. WTD 12/13/62.

■ **PAKISTAN**—Ice plant, complete with water cooled compressor, brine tanks, ice tanks, handling equipment, with all motors, 380 V/3/50 cycles supply, piping and ancillary equipment, capacity 25 tons ice per day; same, but for 50 tons ice per day; various boilers and marine outboard motors; industrial air conditioning equipment, various sizes and capacities; industrial refrigeration equipment, air cooled, with reciprocating compressor, motor, various capacities. Import license 243622. Quotation date Oct. 15. Loan 391-H-066. U.S. source. Ali Textiles, El-Markaz, Bunder Rd., Karachi 3. Cable, ALLTEX, Karachi. SBC-349.

SPAIN—Air conditioning apparatus: domestic, industrial. Direct purchase and agency. Radio & Television, (Carlos Ortega), (importer, retailer, wholesaler), Apartado 1030, Bilbao. WTD 12/20/62.

■ **SUDAN**—Furnishing and supervising installation of refrigeration system for abattoir chilling plant, including 3 ammonia compressors, 2 evaporative condensers, 24 unit coolers, receiver, headers, piping system, controls, motors, motor starters, and all accessories and materials needed to make complete operating installation of conventional "flooded" ammonia type system arranged for automatic hot-gas

defrost with manual water defrost as "standby." PIO/C No. 650-AC-13-AD-9-10154. Limited worldwide (898). Bid deadline Oct. 15. Director, Ministry of Animal Resources, P.O. Box 293, Khartoum. Four copies of Invitation and two copies of specifications may be obtained at Sudan Embassy, 3421 Massachusetts Ave., NW., Washington, D.C., for $15. SBC-348.

VENEZUELA—Parts, accessories for air conditioning and refrigeration equipment, such as compressors. Direct purchase and agency. VRO Victor Co., (importer, wholesaler, sales agent), Palma a Municipal 9, Caracas, D.F. WTD 7/10/63.

360 Electrical Machinery, Equipment, Supplies

FRANCE—Switches, signal lamps, relays, reed-switches. Direct purchase and agency. Ets. Russenberger, (importer, agent), 34 rue de Paradis, Paris 10. WTD 4/8/63.

361 Electric Transmission, Distribution Equipment

FRANCE—Measuring equipment, electronics. Direct purchase and agency. Vareduc-Comomex, (import-export), 2 rue Joseph Riviere, Paris-Courbevoie.

Machinery changers, from 0.10 to 100 hp.; belt changers; induction changers; small power changers; electronic changers, from 0.10 to 100 hp.; special types of reducers for mixers. Requests replies in French. Direct purchase and agency. Manufacture Francaise d'Appareils Electromecaniques—M.F.R., (manufacturer), 70 rue de Colombes, Courbevoie (Seine).

Power distribution equipment and transformers; measuring apparatuses, such as ampere meters, voltmeters. Requests replies in French. Direct purchase and agency. Ets. Camus, (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 1/17/63.

● **GREECE**—Supply of 110 three-way 6.6-kv. distribution pillars and 40 four-way 6.6-kv. distribution pillars. Tender PAP/1240, bid deadline Sept. 24. Estimated value of contract $125,000. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens 102.★ (WO 7-4242).

■ **PAKISTAN**—Flow rate indicating meters with steel fittings, 1", 2", 3", 4" sizes, various connections. Control No. 735. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications are available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

● **TURKEY**—Substation test equipment including relay test kit, primary current injunction test set, transformer-turn-ratio test set, recording galvonometer, other instruments. A.I.D. Code No. 700, 90-28 bid deadline September 26. Forms and specifications are available from Etibank General Management, Sihhiye, Ankara.★ (Telephone: WOrth 7-2312).

362 Electrical Industrial Apparatus

FRANCE—Welding fittings. Europeenne de Distribution & d'Equipment, (importer, dealer), 25 rue J. J. Rousseau, Paris 1er.

FRANCE—Electric motors and generators, motor controls, starters, circuit breakers; requests replies in French. Direct purchase and agency. Ets. Camus, (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 1/17/63.

■ **PAKISTAN**—Double cage, vertical Howwow shaft electric motors, weatherproofed to NEMA MG-1 and continuously rated. Temperature rise 50°C at name plate horse power and suitable for use in an ambient temperature of 50°C, Class 'B' insulation, various quantities, speeds, voltage 400/440, 50 cycles, 3 phase. C&f Karachi. Import license 232365. Loan 391-H-056. M/s. KSB Pumps Co., Ltd., Gardee Trust Building, No. 2, Napier Rd., Lahore.★ SBC-351.

363 Household Appliances

ECUADOR—Automatic and low-cost wringer washing machines; low-cost electric and gas stoves; and low-cost kerosene refrigerators. Comercial Fiore, S.A., (importer), 9 de Octubre No. 221, P.O. Box 1162, Guayaquil. WTD 8/6/63.

GERMANY—Electrical household appliances (excluding refrigerators, washers) which need little service and which are relatively compact and easy to ship. Friedrich Wenz, (wholesaler, retailer, mail order house), Grossversandhaus, 17 Schulberg, 7530 Pforzheim/Baden. WTD 4/5/63.

Electrical appliances of all kinds for household and kitchen use; requests replies only from manufacturers in German. Exclusive distributorship and agency. FAM-Vertrieb Deutschland GmbH, (manufacturers' agent), 117 Wilhelmstr., Aachen. WTD 11/6/62.

KUWAIT—Domestic refrigerators; requests replies from manufacturers only. A. H. Mazidi & Co., (contractor, trader), P.O. box 228, Kuwait. WTD 12/13/62.

SPAIN—Electrical household appliances. Direct purchase and agency. Radio y Television, (Carlos Ortega), (importer, retailer, wholesaler), Apartado 1030, Bilbao. WTD 12/20/62.

VENEZUELA—Electrical household appliances. Direct purchase and agency. Comercial Emaury—Juan J. Arias & Cia., (importer, wholesaler, distributor), Calle Real del Prado de Maria 49, Caracas. WTD 8/9/63.

364 Electric Lighting, Wiring Equipment

COSTA RICA—Floodlighting equipment to install in soccer football stadium; used equipment preferred. Correspondence preferred in Spanish. Liga Deportiva Alajuelense, (professional sports club), c/o Eduardo Garnier R., Apartado "K", San José.

FRANCE—Electric lamps, incandescent and fluorescent; lighting fixtures for industrial uses; overhead trolley line material; non-current-carrying wiring devices, fuses and lamp-post accessories. Requests replies in French. Direct purchase and agency. Ets. Camus, (importer, dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 1/17/63.

Current carrying cables and accessories. Direct purchase and agency. Vareduc-Comimex, (import-export), 2 rue Joseph-Riviere, Paris-Courbevoie.

Current carrying wiring devices and spare parts; requests replies in French. Direct purchase and agency. Ets. Camus, (importer-dealer), 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord). WTD 1/17/63.

SWEDEN—Hand portable flashlights; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

365 Radios, Television Sets

FRANCE—Radio receiving sets. Direct purchase and agency. Vareduc-Comimex, (import-export), 2 rue Joseph Riviere, Paris-Courbevoie.

Magnetic recording tape. Direct purchase and agency. Ets. Cunow, S.A., (importers, agents), 12 Bld. Poissoniere, Paris 9. WTD 7/25/63.

GERMANY—Radio, television sets, all kinds; requests replies only from manufacturers in German. Exclusive distributorship and agency. FAM-Vertrieb Deutschland GmbH, (manufacturers' agent), 117 Wilhelmstr., Aachen. WTD 11/6/62.

■ **JORDAN**—Radios, 8 transistor, speaker 8" or two speakers 5". PIO/C 278-N-69-AA-7-30136. Limited worldwide (901). Bid deadline Sept. 30. Invitation 64-19. Supply Management Office, U.S.A.I.D./Jordan, c/o U.S. Embassy, Amman. Specifications may be obtained from Office of Small Business, AID, 2120 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-348.

SOUTH AFRICA—Automatic background music instruments and pre-recorded magnetic music tapes. Admusic, (Pty.), Ltd., (importing distributor), 910 Barclay's Bank Bldg., Heerengracht, Cape Town.

SPAIN—Radio, television receivers, accessories, parts. Direct purchase and agency. Radio y Television, (Carlos Ortega), (importer, retailer, wholesaler), Apartado 1030, Bilbao. WTD 12/20/62.

366 Communication Equipment

FRANCE—Radio transmitting sets. Direct purchase and agency. Vareduc-Comimex, (import-export), 2 rue Joseph Riviere, Paris-Courbevoie.

● **MOROCCO**—Supply, installation of telephone multiplex equipment. Bid deadline November 16. Minister of Posts, Telegraph and Telephone, Rabat. Specifications in French.★ (Telephone: WOrth 7-4823).

■ **PAKISTAN**—Radio communications system to control a mixed fleet of light delivery vehicles, fork lift trucks, cranes, cars and trucks which are diesel or gasoline powered. Radius of control approx. 5 miles. To consist of complete central dispatching station and approx. 20 receiver transmitters for vehicles and designed to permit intercommunication between the central station and vehicles. Quote unit price and indicate quantities at which volume discounts are effective. Control No. 1217. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board, (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

367 Electronic Components, Accessories

ENGLAND—Electronic products for distribution to industrial outlets in the U.K. Direct purchase and agency. Cosmocord, Ltd., (manufacturer), Eleanor Cross Rd., Waltham Cross, Hertfordshire.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Electrical accessories, all kinds.

Direct purchase and agency. La Telecommande Industrielle, (importer, dealer), 5 rue Boudreau, Paris 9e. WTD 8/1/63.

Electric batteries. Direct purchase and agency. Vareduc-Comimex (import-export), 2 rue Joseph Riviere, Paris-Courbevoie.

Dry batteries. Direct purchase and agency. Ets. Cunow, S.A., (importers, agents), 12 Bld. Poissoniere, Paris 9. WTD 7/25/63.

371 Motor Vehicles, Motor Vehicle Equipment

ENGLAND—Electrical test and tune-up equipment for the automotive industry, including electric welders, battery chargers. Vane Electrical Instruments, Ltd., 114 Kingston Rd., Merton Park, London, SW.19. WTD 6/6/63.

Automobile accessories. Rebuilders Ltd., (retailer), 98 Mottram Old Rd., Hyde, Cheshire. WTD 7/16/63.

GERMANY—Shoulder or diagonal safety belts for passenger cars. Wilhelm Krawehl, (importer, exporter), Muehlenstr. 76, Pinneberg.

Equipment of all kinds for use in automotive repair shops, filling stations and garages; requests replies from manufacturers only in German with fob or cif prices. Direct purchase and agency. Heusel & Wedel KG, (wholesaler), Postfach 1070, 4630 Bochum/W. WTD 11/20/62.

● **GREECE**—Trucks for conveyance of railroad containers, ten. Tender No. B/585/63 bid deadline September 30. Ministry of Commerce State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: WOrth 7-3294.)

■ **INDIA**—Connecting rod aligner, $3,150; wheel aligning equipment, complete, $1,512; Universal tester, engine analyzer, $3,150; spark plug testers and cleaners, $2,100; battery cell tester and service kits, $630; toe-in-gauges, $420; wheel balancer, $1,050; timing light, $2,100; vacuum fuel pump testers, $2,100; brake efficiency tester, $630; nozzle testing outfit, $630; armature testers, or growler, $2,100; sockets, socket fittings and handles, $1,050; double end spanners, $630; ring compressor, $630; flaring tools, $630; tube cutters, $210; wrench with or without torquometer, $630; cross rim wrenches, $420; hydraulic jacks, manually operated, above 10 tons capacity, $630; feeler gauge, $630; puller, gear, hib, steering, pulleys, sleeves, wheel and battery terminal, $1,050. Total bookings of items will be made within value of import license E. 127866/62/EI/JT.CCI.B. issued for $24,417. Reference 53(119/63/AID(1). Loan 217 U.S. source. Quotations desired by Sept. 30. N. Manseta & Brothers, 165 Lohar Chawl, P.O. box 2225, Bombay 2. SBC-347.

PAKISTAN—Auto parts and accessories; special auto parts manufactured for European cars according to specification or samples provided. Direct purchase and agency. Basharat Sons, (importing distributor and commission merchant), Naqi St., Nila Gumbad, Lahore 2. WTD 8/8/63.

■ Light delivery vehicle, three wheel, gasoline powered, open pick-up body, min. 800 lb. payload, max. speed at least 25 miles per hr., 4, alternate, vehicles as above, 6; alternate 2, enclosed cabs for same. Control No. 1208. Loan No. 170. U.S. source. Bid deadline September 25. Chairman, P.O.F. Board. (WAH Factories Project), Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications are available from Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy. SBC-344.

VENEZUELA—Auto spare parts, accessories. Direct purchase and agency. Angel I. Medina B., (sales agent), Edificio Victoria, Esquina de Pepe Aleman, Apartado 5309, Caracas. WTD 12/10/62.

Spare parts, accessories for automotive vehicles. Direct purchase and agency. Repuestos Eterna, C.A., (importer, wholesaler), Calle El Loro, Quinta Crespo, Caracas. WTD 7/25/63.

Auto spare parts, accessories. Direct purchase and agency. C.A. Distribuidora de Equipos Modernos, (importing distributor, agent), Apartado 3725, Palo Blanco a Palo Negro 61-B, San Jose, Caracas. WTD 11/21/62.

● **VIETNAM**—Fire trucks, two; small platform trucks, two; trailer pumps, seven; helmets, thirty; walkie-talkies, three; diving suits, two, and oxygen equipment. Tender No. 09083, bid deadline October 2. Central Purchasing Authority, P.O. box H-5, Saigon. (Bid invitation in French).★ (Telephone: WOrth 7-3294).

373 Ship Building, Repairing

ENGLAND—Boats of fiberglass or plywood; engineer, machinemaker wants to import kits for assembly and distribution in United Kingdom. John Greig & Sons, Ltd., Roseburn St., Edinburgh 12, Scotland. WTD 8/6/63.

FRANCE—Small tugboats, up to 2000 hp.; river boats, such as barges, trawlers. Ateliers & Forges de l'Ouest, (manufacturers, dealers), Quai des Fregates, Saint-Nazaire (Loire Atlantique). WTD 8/9/63.

Tugboats, 4-5 meters. Societe Euroboat, (importers, dealers), 15 bis rue de Marignan, Paris 8. WTD 8/7/63.

375 Motorcycles, Bicycles, Parts

DAHOMEY—Lightweight motor bicycles and complete line of repair parts. Bancoy'de Africa Marchante (importer, retail dealer in general merchandise), Boite Postale 523, Cotonou. WTD 8/16/63.

QATAR—Bicycles, tricycles, motorcycles. Al-Jabri Store, (importer, retailer, wholesaler, commission agent), P.O. box 253, Doha. WTD 8/17/63.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Scientific and technical instruments for Far Eastern markets. Direct purchase and agency. Mr. Eric H. Lings, (importer, exporter), 2 Stowe Rd., Shepherds Bush, London, W.12. WTD 7/12/63.

Industrial instruments; instruments for naval purposes. Direct purchase and agency. Injection Services and Supply, (London), Ltd., (engineer), 193 Western Rd., London, SW.19.

■ **VIETNAM**—Geiger tubes, oil drop apparatus, transistors, rubber tubing, thermocouples, combustion tubes, instrument fuses, immersion heaters, glass electrodes, chlorine gas spectra tubes, glass cutting wheels, cork boring machines, molecular models, 246 items. PIO/C No. 430-AC-69-AB-9-30396. Limited worldwide (901). Bid deadline Sept. 27. Invitation 0963-07083. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable, MAIDICH, Saigon. Specifications and conditions may be obtained from Embassy of Viet Nam, 2251 R St., NW., Washington 8, D.C., Attn: Miss Thuy. SBC-348.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Industrial controls and instruments; temperature controls, recording and indicating; thermocouples; resistance thermometers for industrial use. Direct purchase and agency. Mr. J. F. Thompson, B.Sc., (engineering), A.M.I.Mech.E., 87 Westfield Ave., North Saltdean, Sussex. WTD 7/12/63.

● **INDIA**—Apparatus for testing oil well cements, in accordance with American Petroleum Institute method RP-10B; 9th Edition, January 1960. Tender No. Misc. II/BO/CRS/16/1832, bid deadline September 30. Forms and specifications are available from Controller, Purchase Division, Associated Cement Co., Ltd., (ACC), Cement House, 121 Queen's Rd., Bombay 1.★ (Telephone: WOrth 7-2775).

383 Optical Instruments, Lenses

MOROCCO—A surgery microscope equipped with camera. Correspondence preferred in French. Dr. Tonellot, Hôpital Avicenne, Rabat.

384 Surgical, Medical, Dental Instruments

ENGLAND—Hearing aids. Direct purchase and agency. Ingrams Hearing Aids, Ltd., (exporter, importer, wholesaler, sales agent, retailer), 2 Shepherd St., London, W.1. WTD 7/5/63.

MOROCCO—Surgical and medical equipment: list of equipment available on loan from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. (WOrth 7-4674). Correspondence preferred in French. Dr. Tonellot, Hôpital Avicenne, Rabat.

● **NEW ZEALAND**—Electric dental units with special bracket table cabinet, 100 complete units. Tender No. 24/9/78, bid deadline September 24. Specifications are available from the New Zealand Senior Trade Commissioner in the U.S., 1145-19th St., NW., Washington, D.C.

● **PAKISTAN**—The Government of East Pakistan has issued tenders to bid on the following medical and hospital equipment and supplies: Diagnostic X-ray equipment. Tender No. S-10/36/63-64; bid deadline September 30. Hospital equipment and supplies including Siemens Neuroton 621; Siemens cardiomat electrocardiograph; e.c.g. jelly; amsco cyclomatic displacement cylindrical supply sterilizer; diathermy apparatus (Siemens radiotom 612); Beckman model "G" P.H. Meter; paraffin embedding bath; high vacuum pump; incubator, anhydric Memert electric; transfusion set; water distillation apparatus. Tender No. S-10/28/63-64/; bid deadline October 5. Mortuary cooler; large micro projector, model Carl Yiess; epidiascope, model Liesfgang Janulus; airconditioners, refrigerators, and electric oven; prado projector, 250 E. Leity, or equal. Tender No. S-10/39/63-64/, bid deadline Sept. 30; P.H. Meter model G (Beckman 2000); centrifuge, clinical centricone cat. No. 2910. Tender No. S-11/43/63-64/, bid deadline September 24. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca.* (Telephone: WOrth 7-2939.)

PHILIPPINES—Speech clinic instruments. Direct purchase and agency. T. J. Wolff & Co., Inc., (importing distributor, manufacturers' agent, manufacturer, assembler), 500 Echague, or P.O. box 920, Manila. WTD 3/22/62.

386 Photographic Equipment

BELGIUM—Sensitive chart paper for electrocardiographs and in general type used with American laboratory and medical equipment. Etablissements Gerard Pleuger, S.A., (importer, exporter, manufacturer of laboratory equipment, scientific materials, chemicals), 511 Turnhoutsebaan, Wijnegem.

FRANCE—Photographic, movie, and projection equipment and accessories. Direct purchase and agency. Ets. Cunow, S.A., (importers, agents), 12 Bld. Poissoniere, Paris 9. WTD 7/25/63.

GERMANY—Slide projectors and 8 mm. motion picture projectors. Friedrich Wenz, (wholesaler, retailer, mail order house), Grossversandhaus, 17 Schulberg, 7530 Pforzheim/Baden. WTD 4/5/63.

KENYA—Films and re-issues for Aden and East Africa circuit; equipment for a 100-car capacity for a drive-in cinema; requests information regarding installations charges and cost of equipment. Dilip Film, (Overseas), Co., (film distributors, exhibitors), P.O. box 5734, Nairobi. WTD 8/29/63.

387 Watches, Clocks, Clockwork Operated Devices, Parts

FRANCE—Battery driven electric clocks for household use. C. Spiero, (importing wholesaler). Horlogerie et Bijouterie en Gros, 49 rue de Verdun, Forbach, Moselle. WTD 8/28/63.

SWEDEN—Spring-driven cooking timers; wholesaler and agent requests replies from manufacturers only. Direct purchase and agency. AB Glabo, Postbox 14060, Göteborg 14. WTD 3/29/62.

393 Musical Instruments

● **IRAQ**—Variety of accessories and parts for musical instruments, including, but not limited to, mutes, reeds, drum heads, lubricating oil, bandsmen's belts, and conductor's batons. Tender No. ORD/55/1963, bid deadline September 25. Terms and specifications available for $1.40 from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WOrth 7-4370).

394 Toys, Amusement, Sporting Goods

ENGLAND—Diving suits, underwater equipment, accessories. E. T. Skinner and Co., Ltd., (manufacturer, exporter, importer, wholesaler, sales agent), 2 Lochaline St., Hammersmith, London, W.6. WTD 6/6/63.

FRANCE—Toys, all kinds. Direct purchase and exclusive agency. Albanel & Cie., (importer, dealer), 18 rue Marc Antoine Petit, Lyon (Rhone). WTD 8/13/63.

VENEZUELA—Sporting goods. Direct purchase and agency. Carrasquel Zuloaga, (importing distributor, sales agent, manufacturer), Junin a Zea 178, San Agustin del Norte, Caracas. WTD 12/13/62.

395 Pens, Pencils, Office, Artists' Materials

AUSTRALIA—Office stationery items: diaries, calendar stands and refills, blotters, binders, document trays, cash boxes, cabinets, guillotines, staplers, staple removers, date stamps, stamp racks, ink, ink stands, inking pads, compasses, dividers, protractors, set-squares, T-squares, curves, rulers, stencils, pencil sharpeners, erasers, thumb tacks, rubber bands, type cleaners; not interested in ball point pens or refills. Clive Hobgin, Pty., Ltd., (importer, wholesaler), 80 Clarence, Sydney, N.S.W. WTD 1/11/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

NORWAY—Buckles for elastic belts for men and boys. A/S Unica, (manufacturer), 21 Sagveien, Oslo 4. WTD 8/26/63.

399 Manufacturing Industries

AUSTRALIA—Novelty items, such as rulers, cigarette lighters, suitable for advertising message. G. & M. Pattinson, (importing distributor), 135 The Pomenade, Sans Souci, N.S.W.

BELGIUM—Beauty parlor and barber salon equipment such as: electric hair clippers; massage vibrators; atomizers for hair lacquer; hair roller, hair curlers, hair pins, hair shapers; brushes; combs, rubber gloves, hairdryers; nylon wigs and small wigs. Comptoir Elbe, (importer, exporter, wholesaler, manufacturer), 37 Rotterdamstraat, Antwerp. WTD 2/21/63.

CANADA—Hobby items and handicraft kits, all kinds; electrical items must be csa approved; requests replies from manufacturers only. Direct purchase and agency. Utility Distributing Co., (importing distributor, manufacturer's agent), 4660 Decarie Blvd., Montreal 29, Quebec. WTD 2/19/63.

DAHOMEY—Matches. Bancoy'de Africa Marchante, (importer, retail dealer in general merchandise), Boite Postale 523, Cotonou. WTD 8/16/63.

ECUADOR—General line of gift wares; requests catalogues. Comercial Importadora J. J. Medina, C.A., (importer), Aguirre No. 407, P.O. Box 707, Guayaquil. WTD 8/13/62.

PORTUGAL—Wire brushes, perfume atomizers. Direct purchase and agency. Rui Guedes da Silva, (importer, wholesaler), 7 r/c/, Rua Jose Esteves, Lisbon 1. WTD 8/8/63.

SOUTH AFRICA—Picture frame accessories: machinery, picture lights, hardware, wall accessories, mount boards, moldings. Van Riebeeck Framing, (Pty.), Ltd., (manufacturer), 8 Kromelbow Lane, Cape Town.

■ **THAILAND**—Commodities such as refrigerators, hot plates, mercury manometers, densitometers, respiration pumps, minor operating room lights, roller electrodes, acid pumps, blood cell calculators, incubators, 207 items. PIO/C No. 493-P-54-AC-9-30250. Limited worldwide (901). Bid deadline September 23. Invitation No. OPM-DTEC-618. Procurement and Supply Division, Department of Technical and Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable, TTEC Bangkok. Copies of the invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington, D.C. SBC-346.

VENEZUELA—Beauty shop equipment. Direct purchase and agency. Raul & Fortoul, C.A., (beauty shop), Local 2, Edificio Norte, Centro Simon Bolivar, Caracas, D.F. WTD 7/8/63.

505 Farm Products, Raw Materials

GERMANY—Crude goose, duck feathers; crude goose, duck down. Friedr. Hammerstein, (importer, manufacturer), Bettfedernfabrik, 3 Postfach, 48 Kaiserstrasse, 5657 Haan/Rhld. WTD 8/27/63.

509 Wholesalers

CHILE—Used molds for injection molding machines, capacity 4, 6, and 8 oz. for manufacturing plastic combs, stationery supplies, toys, jewel cases, hardware. Hamuie & Tacla, Ltds., (manufacturer of plastic goods), 0287 Bellavista, Casilla 2834, Santiago. WTD 10/18/62.

ENGLAND—Butyrates, sub-standard polyethylene, sub-standard polystyrene; P.T.F.E., polyamids, polycarbonates, acrylics. Wandex Plastics, Ltd., (plastic scrap merchant), 23 Pitfield St., London, N.1.

FRANCE—Ceiling panels, radiant and acoustic; wall panels; wall curtains; sidings. Sinchrone (Societe Industrielle & Chimique du Rhone), (manufacturer), Route No. 3, Port Ed. Herriot, Lyon 2 (Rhone). WTD 8/26/63.

NIGERIA—Used clothing; importer, retailer and manufacturers' representative, requests replies from manufacturers and/or combined export managers with quotations cif Port Harcourt. Direct purchase and agency. Gasix Trading Co., 4 Industrial Rd., P.O. box 418, Port Harcourt.

Colombian harbor project open to U.S. bidders

A new harbor project in Colombia, estimated to cost about $400,000, has been opened to U.S. bidders by Empresa Puertos de Colombia, the Government of Colombia Port Authority.

The work, the first of four harbor improvement projects reportedly planned by the Empresa, calls for dredging and filling in the Maritime Terminal of Cartagena.

Bids should be submitted by October 4 to Empresa Puertos de Colombia, Division de Administracion y Finanzas, Carrera 10, No. 15-22, Piso 6, Bogota, Colombia, referring to licitacion No. 43. Plans and specifications entitled Pliegos De Cargos Para La Ejecucion De Las Obras De Dragado y Relleno En El Terminal Maritimo De Cartagena may be obtained from the Empresa on payment of 500 pesos (about $50) per set.

A set of these documents, in Spanish, is available for review at BDSA's Export Promotion Staff, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Chilean government desires telecommunications equipment

The Government of Chile invites tenders for the supply of telecommunications and postal equipment under tender No. 24-D.

Equipment includes 30 portable telephone sets, 8 radio telephone sets, 50 pairs of pole climbers, 50 safety belts, 25 canceling machines, 1 cable repair machine, 5 check writers and 10 sewing machines for repairing mail bags.

Tenders must be submitted by October 9 to the State Purchasing Dept., Amunategui 66 (Casilla 24-D), Santiago, Chile.

A copy of specifications and conditions, in Spanish, is available on loan to firms located in the U.S. from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4823.)

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

ICELAND—Wines, spirits. Rolf Johansen & Co., (importer, commission merchant), Laugaveg 178 or P.O. Box 338, Reykjavik. WTD 7/12/63.

NETHERLANDS—Cattle feed, cattle cake, oil seeds, legumes for human consumption, cereals. Chr. de Vries N.V., (importer, commission merchant, exporter), 23 Posthoornstraat or P.O. box 1165, Rotterdam-1, Netherlands. WTD 3/26/63.

Canned and dried fruit (apricots, pears, prunes), edible nuts (almonds, hazelnuts, walnuts, etc.), honey, fish. G. Buttner, (agent, broker), 43c Henegouwerlaan or P.O. box 158, Rotterdam-3.

203 Canning, Preserving Foods

NEW ZEALAND—Cranberry jelly, cranberry sauce; requests replies from manufacturers only. R. Gapes and Co., Ltd., (import agency), P.O. box 1131, Wellington.

204 Grain Mill Products

FRANCE—Starch aerosols. Societe Gonnet, (manufacturer), 55 Place de la Republique, Lyon 2. WTD 7/10/63.

210 Tobacco Manufactures

ICELAND—Tobacco products. Rolf Johansen & Co., (importer, commission merchant), Laugaveg 178 or P.O. Box 338, Reykjavik. WTD 7/12/63.

220 Textile Mill Products

NEW ZEALAND—Plain, printed flannelette for women's, children's pajamas, housecoats; cotton and polyester fiber prints for women's apparel; cotton and/or polyester fiber fabric trouserings, suitings; plain and printed cotton soft furnishings; silk and brocade fabrics for ties, scarves, dressing gowns. D.G. Wilson, Mgr., Norman G. Henley, Ltd., (import agent), Box 5540, Auckland. WTD 8/20/63.

225 Knitwear

GERMANY—High quality knitted goods for women, such as pullovers, jackets, skirts, bathing suits, lingerie, dresses; requests replies in German. Christian Lehmann-Bongardt, (manufacturers' agent), 75 Luetzowstr., 58 Hagen. WTD 10/2/62.

229 Textile Goods

SOUTH AFRICA—Nylon and rayon Raschel laces and edgings for women's underwear; requests replies only from manufacturers. Walter Hirsch, (manufacturer's agent), P.O. box 3802, Cape Town.

233 Women's, Misses', Juniors' Outerwear

CANADA—Ladies' swimwear made of man-made stretch yarn, similar newly developed yarns. Agency for Canada. Canatraco, Ltd., (importer, distributor), 1466 Crescent St., Montreal 25, Quebec. WTD 2/19/63.

GERMANY—Dresses for young ladies, skirts, blouses; ladies' pants. Else Gronewold, Ottilienberg, (sales agent), 706 Schorndorf/Wuertt.

242 Sawmills, Planing Mills

ITALY—Pitch pine, Douglas fir lumber, all sizes; 300 cu. m. required annually. Gaetano Messina, (manufacturer's agent), Corso Camillo Finocchiaro Aprile, No. 219, Palermo.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

ENGLAND—Store display fittings. L. D. Pappe, 88 The Ridgeway, London, W.11.

273 Books

PORTUGAL—Books: fiction, technical, scientific and other. Sociedade Editorial e Livreira, Lda., (retailer, wholesaler, importer, publisher, subscription agent), 188 Rua do Ouro, Lisbon 2. WTD 8/12/63.

Books and magazines: fiction, technical, scientific, medical, engineering, architectural and art. Livraria Bertrand, S.A.R.L., (retailer, importer, wholesaler, publisher, printer, bookbinder), 73 r/c/ Rua Garrett, Lisbon 2. WTD 7/24/63.

280 Chemicals

ENGLAND—Fuel oil additives and waterproofing compounds for use in the building construction trades. Val-Va-Lube, Ltd., (distributor), Queen's Sq., Basford, Nottingham.

ITALY—Chemical products, raw and synthetic rubber used in rubber industry; requests replies from manufacturers only. Exclusive agency for Italy. Michele Lojacono, (agent), Via Guiseppe Pomba 29, Turin.

281 Industrial Chemicals

FRANCE—Chemical products for electronics uses; flame resistant compounds for use in plastics and paints. Societe Francaise Metaux-Chimie, (importer, exporter), 17 rue de l'Arc-de-Triomphe, Paris 17.

PHILIPPINES—Complete line of industrial chemicals. Hermar Corp., (importer, indentor), box 1097, Manila (575 Atlanta St., Port Area, Manila). WTD 6/17/63.

283 Drugs

ICELAND—Medicines, Rolf Johansen & Co., (importer, commission merchant), Laugaveg 178 or P.O. box 338, Reykjavik. WTD 7/12/63.

NETHERLANDS—Pharmaceutical products, ethical and non-ethical. Will-Pharma N.V., (importer), 3 Tweede Weteringplantsoen, Amsterdam. WTD 11/23/63.

284 Cosmetics

ECUADOR—General line of cosmetics. Comercial Importadora J. J. Medina, C.A., (importer), Aguirre No. 407, P.O. box 707, Quayaquil. WTD 8/13/62.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Plastic coatings including epoxies, urethanes, for anticorrosion, water proofing, and decoration; requests replies only from manufacturers. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

ENGLAND—Raw materials for paint, rubber industries. W.D. Porter, (agent), 131 Trent Valley Rd., Penkhull, Stoke-on-Trent.

FRANCE—Painters' supplies and equipment. Max Gabalde, (sales agent), 3 rue Emile-Verhaeren, Saint-Cloud (S. & O.).

291 Petroleum Refining

GERMANY—All types of heating and marine oils, including Bunker-C oil, marine diesel oil, intermediates. Exclusive commission agency. Fisser & van Doornum, (importer, exporter, wholesaler), 43 Ringstr., Emden.

327 Concrete, Gypsum, Plaster Products

AUSTRALIA—Decorative plasters suitable for spray application; requests replies only from manufacturers. Bowsers Applications, Pty., Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

331 Steel Mill Products

ENGLAND—Electrical (silicon) steel; engineers' agents and merchants seeks agency for north of England. The Beacon Engineering Co., Ltd., 21 Saville St., Manchester 1.

342 Cutlery, Hand Tools, General Hardware

PHILIPPINES—Complete line of builder's and finishing hardware. Hermar Corp., (importer, indentor), box 1097, Manila (575 Atlanta St., Port Area, Manila). WTD 6/17/63.

Builder's hardware such as bathroom accessories, drapery hardware, and particularly novel lines. Dr. George V. Winternitz (wholesaler), 77 Figueras, Pasay City, box 535, Manila.

343 Heating Apparatus, Plumbing Fixtures

BELGIUM—Plumbing and heating equipment, household and industrial; requests replies in French. L'Acide Carbonique Pur, S.A., (importer, distributor), 47, rue Heyvaert, Brussels. WTD 8/23/63.

PAKISTAN—Sanitary equipment and fittings. Khan Traders, (importer, exporter, manufacturers' representative), 42 Zeenat Mansion, McLeod Rd., Karachi.

351 Engines, Turbines

AUSTRALIA—Outboard motors, 3 hp. and up, to supplement line. Mobile Industrial Equipment, Ltd., (importer, wholesaler, retailer, manufacturers' representative), 410-422 Whitehorse Rd., Mitcham, Victoria. WTD 2/21/63.

VIET-NAM—Full line of diesel motors; particularly interested in low rpm hand-starting water-cooled motors, suitable for propulsion of fishing boats, in following hp. categories:

10, 16, 20 to 22, 30, 40, 60 and 100, and self-starting horizontal low speed diesels for industrial uses in 20, 30, 50 and 75 hp. categories, exclusive agency. Viet-Nam Engineering Co. (ENGINECO), (importer, dealer), 232 Trinh Minh The, Saigon. WTD 1/9/62.

352 Farm Machinery

ENGLAND—Equipment for livestock buildings; requests replies from manufacturers only. Stockequipment, Ltd., Phoenix Bldgs., 32 Market Pl., Salisbury, Wilts. WTD 8/29/63.

353 Construction Machinery

PAKISTAN—Heavy machinery for construction of roads, dams, such as: road rollers, lifters, tractors; requests replies from manufacturers only. International Tansa Corp., (manufacturers' representative), 7-B New Queens Rd., Karachi. WTD 3/19/63.

SWITZERLAND—Construction machines, tools. E. Schwander, Isabella, (importing distributor, commission agent), Idyllweg, Hergiswil am See/NW, Switzerland. WTD 7/31/63.

354 Metalworking Machinery

PAKISTAN—Machine tools. Khan Traders, (importer, exporter, manufacturers' representative), 42 Zeenat Mansion, McLeod Rd., Karachi.

355 Special Industry Machinery

ENGLAND—Plastic sealing equipment. E. Peart and Co., (Electronics), Ltd., (manufacturer), Onward Works, Manchester Rd., Hyde, Cheshire. WTD 11/26/62.

GERMANY—Latest model presses, automatic machines, glueing machines for wood and plastic processing industries; will visit U.S. firms offering machines required. Exclusive agency. Erich Hausdorf, (wholesaler, manufacturer's agent), Postfach 100, Halle/Westfalen. WTD 3/2/62.

SWITZERLAND—Specialized woodworking machinery. Oskar Wellauer, (agent), Wiensenstr. 27, Keusnacht/Zch.

356 General Industrial Machinery

ISRAEL—Small hydraulic pumps such as those used on rear end truck lifts and construction equipment; manufacturers' representative requests replies from manufacturers only. Exclusive agency. Aravah A.T.I., Ltd., 40 Nachmani St., P.O. box 14051, Tel Aviv. WTD 9/6/62.

358 Service Industry Machines

PORTUGAL—Industrial and commercial refrigeration and air conditioning equipment. Telhado & Pereira, Lda., (wholesaler, importer, manufacturer), Avenida Infante Santo 55-2° Esq., Lisbon 3. WTD 12/6/62.

360 Electrical Machinery, Equipment, Supplies

GERMANY—Electrical household, kitchen appliances, lamps, radios, television sets, record players, refrigerators, washing machines; available electricity 220 v. single phase ac 50 cycles; requests replies from manufacturers only. Elektrotechnische Grosshandels-Gesellschaft Hans C. Ehlen KG, (wholesaler), Grossflecken 68, Neumuenster.

362 Electrical Industrial Apparatus

NETHERLANDS—Permanent and electromagnetic apparatus and tools for industrial purposes; manufacturer, exporter, wholesaler requests replies from manufacturers only. Madava N. V., 13 Admiraliteitskade, Rotterdam-16. WTD 1/9/62.

365 Radio, Television Receiving Sets

KUWAIT—Television sets, radios, tape recorders. A. H. Mazidi & Co., (contractor and trader), P.O. box 228, Kuwait. WTD 12/13/62.

366 Communication Equipment

ENGLAND—Telecommunications equipment, computers. White and Nunn, (distributor), 1 Clockhouse Rd., Farnborough, Hampshire.

NEW ZEALAND—Road safety equipment, road lamps, signs; requests replies from manufacturers only. Road Safety Products (New Zealand), Ltd., (retailer, wholesaler, distributor), P.O. box 99, Lower Hutt, Wellington. WTD 12/6/62.

367 Electronic Components, Accessories

ECUADOR—Electronic equipment; requests replies from manufacturers only: electronic materials; commission basis. Electronica S.A., (importer, dealer, servicing, electronic equipment), Calle Flores 662, Quito.

ENGLAND—Electronic components for incorporation into systems or instruments and ancillary equipment for computers. Electronics Division, Spembly, Ltd., (manufacturer, distributor), New Road Ave., Chatham, Kent.

371 Motor Vehicles, Accessories

ITALY—Automobile fog lamps. Francesco Angeletti, (agent), Via Musini 41, Milan.

PAKISTAN—Automobile parts and accessories. Khan Traders, (importer, exporter, manufacturers' representative), 42 Zeenat Mansion, McLeod Rd., Karachi.

384 Surgical, Medical, Dental Instruments

GERMANY—All kinds of dental equipment, supplies except artificial teeth; requests replies from manufacturers only. Leo Soldtner, Dental-Med. Grosshandlung, (importer, wholesaler), Bergstr. 28, Hamburg 1.

386 Photographic Equipment

GREECE—Teaching aids. A.B.E.P.—H. Johanides, (agent), 273 Acharnon St., Athens. WTD 1/30/63.

399 Manufacturing Industrial Products

FRANCE—Painters' supplies and equipment. Max Gabalde, (sales agent), 3 rue Emile-Verhaeren, Saint-Cloud (S. & O.).

NORWAY—Advertising novelties, particularly plastic, and giftware; requests replies from manufacturers only. Reynolds & Berge, (agent), 7 Klingenberggate, Oslo. WTD 8/26/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Douglas W. von Einem, representing G.E.M. Agencies, c/o Bank of New South Wales, 2 King William St., Adelaide, interested in importing and agency arrangements for **heat recovery plant; hard plastic paints; exterior wall materials for prefabricated houses; water faucets for home plumbing;** also requesting technical information on literature pertaining to the above products. August 9 via Seattle for three months. c/o Bank of America National Trust and Savings Assn., Dunsmuir, Calif. Itinerary: San Francisco, Los Angeles, Chicago, New York.

Mr. R.C.H. Meth, Director, Meth & Co., (Australia), Pty., Ltd., 14 Spring St., Sydney, interested in obtaining agencies for **mild and special steel products;** especially special products of high unit value requiring technical sales representation, for example pipes for oil industry (stainless); stainless steel; flat products and sections. Interested in meeting firms offering or stocking casing pipes and line pipes or oilfield supplies for the oil industry, also interested in calling on steel merchant firms in the export-import trade. Mid September via Los Angeles for 2-3 weeks. c/o Australian Trade Commissioner, 636 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, San Francisco, New York.

Keith Williams, representing Surfers Paradise Gardens, Pty., Ltd., P.O. box 190, Surfers Pardise, Queensland, interested in **export of water skis to the U.S.; import of flexible p.v.c. closed cell foam and nylon zipp fasteners—closed cell foam neoprene;** also requesting technical information on manufacture of life jackets from closed cell p.v.c. flexible foam and dipped in or sprayed with liquid p.v.c. September 10 via Los Angeles for three weeks. c/o Department of Commerce Field Office, Rm. 450, Western Pacific Bldg., 1031 South Broadway, Los Angeles, Calif. Itinerary: Los Angeles, Miami, New York, Chicago.

FRANCE—J. Apdre Royer, representing Louis Royer & Co., Jarnac-Cognac, Charente, interested in marketing in the U.S., on a wholesale basis, through well-established agents and/or distributors, **French cognac of good quality and French pure wine brandy, in glass bottles or in wooden casks.** September 13 via New York for one month. c/o Mr. J. Andre Royer, c/o Mr. H.E. Elfmont, 117 E. 37th St., New York 16, N.Y. Itinerary: Miami Beach, Los Angeles, San Francisco, New York, Chicago, Boston, Philadelphia, Washington.

GERMANY—Mr. Ulrich Paltinger and Mr. Heinz Baus, representing August Warnecke Kom.-Ges., Eisen und Flachglas-Grosshandlung, 68 Mannheim 1, D 7, 6-7 u. 23, interested in visiting wholesalers and processors of **flat glass and manufacturers of iron and plastic pipes and pipe connections.** September 15 via New York for 4-6 weeks. c/o Biltmore Hotel, Dayton, Ohio, Sept. 23-28.

Itinerary: New York, Dayton, Chicago, Baltimore.

Mr. Wilhelm Erdbrink, Director, Becker & Co., KG, Ladenburg am Neckar, interested in visiting **cattle tanneries to discuss and explore the export possibility of special parts of cattle hides and by-products for use in production of a new raw material.** September. c/o Department of Commerce Field Office, Rm. 1302, 226 W. Jackson Blvd., Chicago, Ill. Itinerary: Chicago, San Francisco, Kansas City.

Dr. Werner H. Strigel, representing IFO-Institute for Economic Research, 5 Poschingerstrasse, Munich 27, interested in **business and consumer surveys** also requesting technical information on the value of the information received by and statistical methods applied in such surveys. Latter part of September via New York for four weeks. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York.

INDIA—Adhikarilal Sadh, representing Kantilal and Co., Sadhwara St., Farrukhabad, U.P., interested in **export of handprinted cotton bedspreads, silk scarves, silk dress materials, handwoven cotton bedspreads, handwoven silks, India prints, handprinted cotton, handprinted silk, artsilk materials.** September via New York for one and one-half months. c/o Consulate General of India, 3 E. 64th St., New York, N.Y. Itinerary: New York, Philadelphia, Chicago, Washington, San Francisco, Los Angeles, Boston, Detroit, Seattle.

INDONESIA—Mr. Khoe Hak Lip, representing Khoe Hak Lip & Co., 2 Djalan Makian, Djakarta, interested in **seeking business relations.** September via New York for one month. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington.

Mr. Huang Yu Ling, representing P.T. Indonesia Enamel Factory, Ltd. and P.T. Sedjati, Ltd., Djalan Pinangsia 14-16, Djakarta, interested in the import of **household articles and machinery for glassware, porcelain, enamel, plastic industries;** also requesting technical information on glassware, porcelain, enamel and plastic industries. Late September via New York for one month. c/o Ferro Corp., 4150 E. 56th St., Cleveland 5, Ohio.

JAPAN—Group of ten Osaka manufacturers, interested in the **study of commercial and industrial conditions.** September 8 via San Francisco for three weeks. c/o Department of Commerce Field Office, Rm. 419, Customhouse, 555 Battery St., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, New York, New Orleans, Honolulu.

The Oriental Economist Tour, interested in **visiting leading supermarkets, department stores, discount houses, mail order houses, stamp sales companies, shopping centers, vending machine manufacturers, other modern distribution channels, related trade associations, government agencies, universities in the U.S.** September 1 via San Francisco for one month. c/o Overseas Travel Co., Ltd., Division of A.T. Henderson, Inc., 2 W. 45th St., New York 36, N.Y. or c/o Kintetsu Enterprises Co., America, Rm. 502 Elkan Gunst Bldg., 323 Geary St., San Francisco 2, Calif. Itinerary: Honolulu, San Francisco, Los Angeles, Dayton, Chicago, Detroit, Buffalo, Washington, New York, Boston.

NIGERIA—Prince O. A. Sijuade and Chief M.A. Okupe, representing National Motors, (Nigeria), Ltd., 52/54 Denton St., Ebute Metta, Lagos, interested in **exclusive agency contracts with manufacturers of tractors (construction and agriculture) motorcycles, air conditioners, tires, materials handling equipment, earthmoving equipment, machinery (motors, pumps, textile, plastic manufacturing, bakery, food processing, bottling, brewing, furniture making) hardware, automobile spare parts.** Late September via New York for one to two weeks. c/o Consulate General of Nigeria, 575 Lexington Ave., New York, N.Y. Itinerary: New York, Detroit, Chicago.

SAUDI ARABIA—Abd al-Qadir al-Fadl, representing Economic Development Enterprise, P.O. box 82, Jidda, interested in acting as agent for U.S. manufacturers of **telecommunication equipment;** would also like to talk to U.S. firms providing consulting engineering services in the field of telecommunications with a view to working out a joint venture for projects in the Middle East. September 18-20 via New York for ten days. c/o Rocks International Corp., 13 E. 40th St., New York, N.Y. Itinerary: New York, Chicago.

SOUTH AFRICA—Mr. Helmut Schreiber, representing H. Schreiber, 62/63 London House, Loveday St., Johannesburg, interested in representation of producers of **industrial chemicals, stain steel sheet and wire.** September 24 via New York for fourteen days. c/o New York Field Office, Department of Commerce, Empire State Bldg., New York, N.Y. Itinerary: New York.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Food

SWEDEN—Canned herring. AB Gust. Richter, Lysekil.

239 Fabricated Textile Products

SWEDEN—Household textiles including cotton table cloths and fabrics. Gamlestadens AB, box 13070, Göteborg 13. WTD 12/27/60.

241 Logging Camp Products

SURINAM—Basralocust (Angelique) hewn squares and piling for harbor works. G. Matai Brothers, P.O. box 940, Gonggrijpstraat 185, Paramaribo. WTD 12/12/62.

242 Sawmill, Planing Mill Products

SURINAM—Hardwood parquet flooring, basralocust (Angelique) timber, and billiard-cuestock material of brownheart and red locust. G. Matai Brothers, P.O. box 940, Gonggrijpstraat 185, Paramaribo. WTD 12/12/62.

243 Millwork

SWEDEN—Wood turned products including shelf brackets. AB Frank Bremell, O. Hamngatan 2, Göteborg C. WTD 11/18/58.

285 Paints, Varnishes

GERMANY—Varnishes for all metals, lumber and furniture; also plastic varnishes for foils and high vacuum process metalizing. Dr. Hofmann & Co., Chemische Fabrik u. Lackfabrik, 5994 Oberrahmede/Westf. For prospectus write to Commercial Intelligence Division, BIC, Room 1837, Department of Commerce, Washington, D.C. 20230. WTD 8/21/63.

SWEDEN—Industrial paints and varnishes. Tranemo Fargfabrik AB, Tranemo. WTD 1/18/61.

303 Reclaimed Rubber

FRANCE—Regenerated rubber. Societe d'Exploitation des Ets. BAUDOU, Les Eglisottes (Gironde).

314 Footwear

FRANCE—Deluxe house slippers (ladies', men's and boy's). Jeva, 86 rue de Marquillies, Lille (Nord).

322 Glass, Glassware

FRANCE—Plain and hand-decorated opaline glasses and vases. Ets. M. Rest, 163 blvd. de la Villette, Paris 10e.

326 Pottery

FRANCE—Hand-decorated porcelain articles: table sets, particularly. Societe Le Chambrelain, 79 rue du Theatre, Paris 15e.

Decorated porcelain articles including lamps, vases, tableware. Porcelaine de Paris, S.A., 8 rue de la Pierre Levee, Paris 11e.

331 Steel Mill Products

FRANCE—Merchant steel and steel shapes. Europeenne de Distribution & d'Equipment, 25 rue J. J. Rousseau, Paris 1er.

344 Fabricated Structural Metal Products

SWEDEN—Reinforcement iron including bars and deformed concrete. AB Interpares, Orebro. WTD 6/17/59.

349 Fabricated Wire Products

FRANCE—Bulkhead valves for tankers. Ateliers & Forges de l'Ouest, Quai des Fregates, Saint-Nazaire (Loire Atlantique). WTD 8/9/63.

353 Construction Machinery

SWEDEN—Three-way dump shovels and pivoting timber forks. Libu Shovel Co. AB, Stocksund.

355 Industry Machinery

SWEDEN—High frequency apparatus for plastic industry. Flodins Industri AB, Lysekil. WTD 2/4/58.

358 Service Industry Machines

GERMANY—Water sterilization, filtering, dechlorinization, demineralizing equipment; water softeners; de-gasifiers; deacidifiers, desalters; swimming pool water conditioners; industrial water treatment systems and equip-

ment; phosphate water treatment systems. Karl Klein & Sohn, Wasseraufbereitung, P.O. box 1230, 68 Mannheim 1. WTD 8/26/63.

361 Electric Transmission, Distribution Equipment

SWEDEN—Electrical products and measuring apparatus. Charles Westerberg & Co. AB, box 162, Nykoping.

364 Electric Lighting, Wiring Equipment

GERMANY—Wishes to export special grounded plugs which conform to German standards and which U.S. manufacturers of lighting fixtures and lamps require if they wish to export to Federal Republic of Germany. Vlm W. Murjahn, Postfach 160, Mettmann/Rhld. WTD 8/21/63.

396 Costume Jewelry, Novelties

FRANCE—Fine quality, iridescent imitation pearls; also necklaces made of same. Alex, 65 rue de Sevres, Boulogne-Billancourt (Seine).

399 Manufacturing Industrial Products

MALAYA—Rotary barber chairs made of hard iron: height 42", width 22½", depth 18". Heng Lee Tonsorial Store, 22 Cintra St., Penang. WTD 8/22/63.

599 Retail Store Products

SWEDEN—Gift articles. AB Miami, Box 59, Tullinge.

India requests bids on power transformers

The Kerala State Electricity Board, Kerala, India, requests bids for eight 110/66 kv. auto transformers and 18 66/11 kv. double-wound transformers.

The bid deadline for the equipment covered by tender No. T2(d) 2/63 is October 22.

Terms and specifications for the equipment required may be obtained from the Chief Engineer (Electricity), Kerala State Electricity Board, Post box No. 65, Trivandrum 1, Kerala, India, upon payment of $29.00 per set.

A copy of the conditions and specifications is available, for review only, from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Road, bridge construction needed in Argentina

The Highway Bureau of the Ministry of Economy, Finances and Public Works of the Province of Salta, Argentina, is inviting bids (Licitacion Publica No. 2) for the planning and construction of the road—bridge over the San Francisco River and the Provincial Route No. 34-9 between the towns of Lumbrera and Pichanal.

The official estimate for this project is 60,000,000 Argentine pesos (approx. U.S. $447,760).

The bid deadline is October 29. Copies of conditions can be obtained for 800 Argentine pesos (approx. U.S. $6.00) per set from the Representacion Administrativa de la Provincia de Salta, Avda. Belgrano 1915, 5th Fl. "A," Buenos Aires, Argentina.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Peru.
Architects, Builders, Contractors, Engineers, Quantity Surveyors and Land Surveyors—Nigeria.
Boot and Shoe Manufacturers—Italy.
Business Firms—Mali.
Clothing Manufacturers—Australia.
Clothing Manufacturers—Belgium.
Clothing Manufacturers—Italy.
Confectionery Importers, Dealers and Manufacturers—Syria.
Curio, Novelty and Handicraft Manufacturers and Exporters—India.
Hardware Importers and Dealers — United Kingdom.
Hardware Importers and Dealers—Venezuela.
Importers and Manufacturer's Representatives —Nigeria.
Iron and Steel, Nonferrous Metals and Building Material Importers and Dealers—Nigeria.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—United Kingdom.
Machinery and Equipment, Except Electrical Importers and Distributors—The Netherlands.
Machinery Equipment and Supplies, Electrical Importers and Distributors—France.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Pakistan.
Metallurgical and Metal Working Plants—United Kingdom.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—India.
Petroleum Product Importers, Dealers, Producers and Refiners—Switzerland.
Petroleum Product Importers, Dealers, Producers and Refiners—United Kingdom.
Printers, Lithographers, Engravers and Publishers—Republic of South Africa.
Textile Industry—Italy.

TRADE MISSION TO AMERICA

New Zealand's first major trade mission to North America will visit leading West Coast cities and Honolulu, beginning in Vancouver September 22.

Led by industrialist Sir Leonard Wright, some 30 New Zealand business leaders will make up the group. They will meet with businessmen in Vancouver, Seattle, Portland, San Francisco, Los Angeles and Honolulu, before returning to New Zealand October 25.

Purpose of the mission, according to Wright, is to stimulate new business and develop new commercial ties between New Zealand and America.

Building supplies from U.S. to be used in Jamaica

Much of the building materials to be used in a new housing project in Jamaica will be purchased in the United States, the Agency for International Development (AID) has announced. AID will help finance the project with a $1.1 million 30-year loan to be repaid in U.S. dollars at 2% interest.

The Jamaican Government will provide the land and cover certain site development costs.

One-story concrete block houses, each of 462 square feet, composed of a living and dining room combination, kitchen, bathroom, porch or balcony and two bedrooms, will be built on two slum-cleared sites owned by the Government of Jamaica. The homes will be priced from $3,870 to $4,207 and will be sold to owner-occupants for 10 percent down and monthly payments averaging $19.

This loan supplements an earlier loan agreement for $1.7 million, concluded in May, for financing the site development and construction of 485 dwellings, bringing the total for the low-cost housing program to $2.8 million for 766 dwelling units.

REFINERY AWARD

An order of $130,000,000 for the construction of a refinery near Teheran and a pipeline for crude oil and gas has been awarded by the National Iranian Oil Company, with the approval of the Government of Iran, to a German-French group of firms that includes Phoenix-Rheinrohr International, Stahlunion-Export, Mannesmann-Export in Duesseldorf and Société Entrepose in Paris. This project signifies the first large-scale collaboration between German and French industrial interests in the oil industry of the Near and Middle East.

The refinery will have a capacity of 100,000 barrels daily. After completion, scheduled for the middle of 1966, the refinery will produce liquefied petroleum gas, motor fuel, kerosene, jet fuel, diesel oil and heating fuel.

WATCH FRUIT APPEARANCE

Efforts are being made in Jamaica to eliminate the offering of naked or deothene-wrapped fruit at buying stations. The Caribbean Clearing House reports a drive to have all fruit exported from Jamaica wadding wrapped, in order to increase its sales potential in the United Kingdom.

New Books and Reports

***Iceland Review*. Volume 1, Number 1 of quarterly publication on Icelandic industry, trade, and social and cultural affairs. Reykjavik, August-September 1963. 32 pp. Annual subscription (North America), $5.25.**

This new magazine, dedicated to promoting worldwide travel and trade interest in Iceland, opens with a message from the country's Minister of Commerce, Dr. Gylfi P. Gislason, who emphasizes Iceland's awareness that continued development of her modern democratic society requires steady growth of foreign trade and international economic cooperation.

Subjects covered in the first issue range from New Trends in Herring Fishing to Increased Production—Foreign Trade Expansion.

The magazine's address is P.O.B. 1238, Reykjavik, Iceland.

***The Facts: Common Market, Coal and Steel Community, Euratom*. Published by the European Community Information Service, Brussels-Luxembourg, September 1962. 24 pp. Free.**

This two-color brochure outlines the salient features of the three European communities—the European Economic Community, the European Coal and Steel Community, and Euratom. It includes timetables for implementing the internal tariff cuts of the EEC and aligning EEC national tariffs towards a common external tariff.

The booklet is available from:

European Community Information Service
Suite 808, Farragut Building
Washington, D.C., 20006.

***The Beef Situation*. Published by the Bureau of Agricultural Economics, Canberra, Australia. June 1963. 44 pp. Free.**

The national and international situations in the beef industry are outlined in this booklet, with illustrative and supplementary material in the form of charts and statistical tables. For copies of this and related publications (The Wool Outlook, The Wool Situation, The Wheat Situation, The Dairy Situation, The Coarse Grain Situation, The Egg Situation, Fibres Other Than Wool), write to The Director, Bureau of Agricultural Economics, Canberra, A.C.T., Australia.

***Overseas Business Reports*. U.S. Department of Commerce. Washington, 1963. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy.**

Establishing a Business in Belgium. OBR 63-113, August 1963 (superseding WTIS, part 1, No. 60-39, August 1960). 14 pp. Covers Belgian Government policy on investment, entry and repatriation of capital, trade factors affecting investment, business organization, patent licensing and trademarks, regulations affecting employment, taxation, and the United States-Belgium tax agreement. Included is a reference list citing publications with additional data on investment and general economic conditions in Belgium.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Trade of the United States with the Sino-Soviet Bloc, 1961-62. OBR 63-115, August 1963. 8 pp. Beginning with a brief background account of U.S. restrictions on Communist-bloc trade over the past 15 years, the report in a series of tables presents 1958-62 annual statistics, 1961-62 trade with the entire Sino-Soviet Bloc (by principal commodity and commodity group), and the principal items traded with each country.

***Export Manual*. By Mark M. Trilling and Leonard Rose. Published by Leonard Rose, 1 North La Salle St., Chicago. 1963. 52 pp. $2.50.**

This handbook attacks the fear of "too much red tape" which needlessly deters many medium and small-size companies from embarking on significant export programs.

The authors—one a well-known Chicago businessman and the other a lawyer with special knowledge of admiralty and maritime law as well as international money, banking and credit—point out that some small firms can build a profitable international selling organization "with less expense and effort than would be required for similar arrangements in the United States."

After a general background discussion, the booklet goes into the export sale contract, method of payment, insurance, U.S. export control regulations, and licenses.

***Publications, Reports and Papers for 1962 From Oak Ridge National Laboratory*. K. O. Johnsson and Ann Klein, Oak Ridge National Laboratory for the U.S. Atomic Energy Commission. Undated. 242 pages. (Order ORNL-3300, Vol. 2, from Office of Technical Services, Department of Commerce, Washington, D. C., 20230, price $3.50.)**

Results of 1962 research by the Oak Ridge National Laboratory are reported in this bibliography of more than 1,400 research reports, books, articles printed in scientific journals, and papers presented at professional meetings. The publications and articles describe research conducted by ORNL.

***A 15-Year Summary of Publications Involving the Uses of Electromagnetically Enriched Stable Isotopes*. P. S. Baker, Oak Ridge National Laboratory for the U.S. Atomic Energy Commission. Undated. 73 pages. (Order ORNL-3266 from Office of Technical Services, Department of Commerce, Washington, D. C., 20230, price $2.)**

Publications from 1945 to 1960 prepared by ORNL on the uses of electromagnetically enriched, stable isotopes are presented in this bibliography. In addition to the bibliographic listing there is a personal author index, a corporate author index, and an isotope index.

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Calendar *for international traders*

September

15-19—American Mining Congress and Convention, Biltmore Hotel. **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

17—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

17—Annual Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

17—Workshop on International Law and Contracts, **Kansas City, Mo.** Sponsors: Kansas City International Trade Club and the Dept. of Commerce's Kansas City Field Office.

17—Monthly dinner meeting of Providence World Trade Club, Sheraton-Biltmore Hotel, **Providence, R.I.**

17—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.** Featured speaker: Mr. Edward Cook, REEC member and President, Cook Cotton Company.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

18—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, France and Sweden. **Tulsa, Okla.** Sponsor: Tulsa Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—International Trade Conference, **Abilene, Tex.** Sponsors: Abilene Chamber of Commerce and the Dept. of Commerce's Dallas Field Office.

19—Special Meeting of the World Trade Club of Detroit to visit and observe loading of a foreign vessel at Port of **Detroit, Mich.**

19—Cleveland World Trade Assn. Luncheon at 12 noon in American Room, Mid-Day Club, **Cleveland, Ohio.** Featured speaker: Edmund Pendleton, Partner, Culbertson, Pendleton and Pendleton, Washington, D.C.

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Mid-America Regional Export Expansion Conference, Travelodge Motor Hotel, **Marion, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23—Advanced Foreign Trade Educational Workshop (first of 7 weekly meetings), World Trade Center in New England, Inc., **Boston, Mass.** Sponsors: International Trade Assn. of New England, Greater Boston Chamber of Commerce; Boston Regional Export Expansion Council; World Trade Center in New England.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

24—Export Counseling Conference, **Pittsburgh, Pa.** Sponsors: Pittsburgh Chamber of Commerce, Pittsburgh World Trade Council and the Pittsburgh Regional Export Expansion Council.

25—Businessmen's Consultations and Luncheon with the full membership of the Trade Mission to France at the Essex House, **New York, N.Y.** Sponsors: French Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

25—Practical Course in Overseas Selling (first of 6 weekly meetings), University of Maine, **Portland, Maine.** Sponsors: Maine Foreign Trade Council, University of Maine and U.S. Dept. of Commerce's Boston Field Office.

25—Seminar on Export of Technical Data at 10 a.m. at Roosevelt Hotel, **New York City.** Sponsor: International Department of Electronic Industries Association.

25—Interviews with members of U.S. Trade Missions to Belgium and Sweden. **Milwaukee, Wisc.** Sponsor: Department of Commerce's Field Office, Milwaukee.

26—World Trade Club of St. Louis annual "Port of New York Night" dinner meeting, Schneithorst Restaurant, **St. Louis, Mo.**

26-27—Businessmen's Consultations with Frank S. Wile, Netherlands Commercial Officer. 226 West Jackson Blvd., **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce's Chicago Field Office.

27—Mid-South Exporters' Roundtable, **Memphis, Tenn.** Featured Speaker: Mr. Fred Lehn, General Manager, International Executives Association of New York.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

2—Terminal Conference of the U.S. Trade Mission to Denmark and Norway. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce's San Francisco Field Office.

2—Businessmen's Consultations and Luncheon with members of U.S. Trade Mission to Belgium at World Trade Club, World Trade Building, **Houston, Texas.** Sponsors: Houston Chamber of Commerce, Houston World Trade Association, and Department of Commerce's Houston Field Office.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

3—Businessmen's Consultations with members of the U.S. Trade Mission to Denmark, Norway and Sweden. Board Room, Seattle Chamber of Commerce, 215 Columbia Street, **Seattle, Wash.** Sponsor: U.S. Dept. of Commerce's Seattle Field Office.

3—Monthly meeting of Milwaukee World Trade Club at Coach House Inn, **Milwaukee, Wisc.**

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

8—Mid-America Regional Export Expansion Conference. Lincoln-Douglas Hotel, **Quincy, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Quincy Chamber of Commerce. Speaker: E. E. Schnellbacher, Ass't. Director, Bureau of International Commerce.

9—Businessmen's Consultations with members of the U.S. Trade Missions to Sweden, Netherlands and Norway/Denmark, Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce and U.S. Dept. of Commerce's Boston Field Office.

9-11—Propeller Club of U.S. Annual Convention and American Merchant Marine Conference. Lord Baltimore Hotel, **Baltimore, Md.**

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-15—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce of Metropolitan St. Louis.

15—Workshop on Steamship Conference and Ocean Freight Rates, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

15—Luncheon Meeting, International Executive Assn. Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Conference, **Williamsport, Pa.** Sponsors: West Branch Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E. E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

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